

CHEMIST & DRUGGIST

THE NEWSWEEKLY FOR PHARMACY

FEBRUARY 25 1978

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to join
animal drugs
committee

Three PSNC
candidates
face electors

Creating
Co-operative
enthusiasm

Maternity
rights of
employees

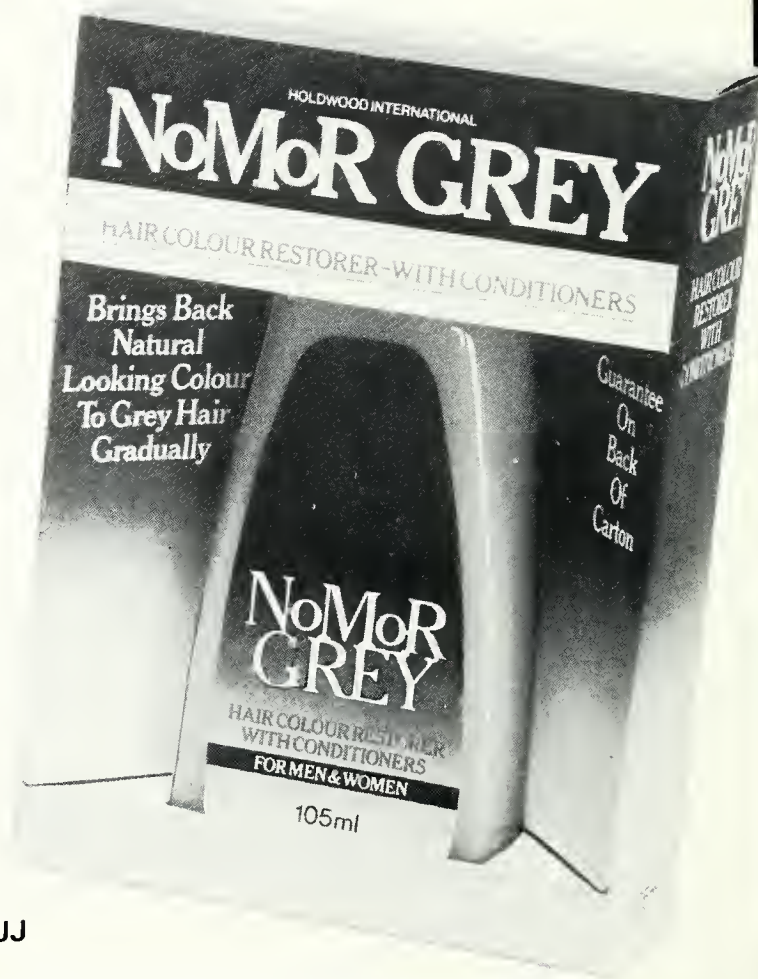
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CHEMIST & DRUGGIST

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Editor Ronald Salmon MPS

Assistant Editor Adrienne de Mont BPharm MPS

Technical Editor Graham Thorne BPharm MPS

Beauty Editor Kim Pearl

Information services Ivan Cotgrove

Advertisement Manager Peter Nicholls JP

Director Arthur Wright FPS DBA

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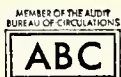
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COMMENT

Animal drugs advice

The campaign to get pharmacy's voice heard in the right places met with another success last week, when it was learnt that a general practice pharmacist is likely to be involved directly in deciding how animal medicines should be distributed (see p256).

The announcement, during a House of Commons debate, that a practising veterinary pharmacist would be considered for the Veterinary Products Committee, follows some two years of campaigning by the Pharmaceutical Society. The VPC is generally regarded as a technical committee drawing largely on the knowledge of veterinary surgeons and academics, and the inclusion of general practice pharmacists had been rejected previously on the grounds of their commercial involvement. There are, however, three practising vets on the Committee.

While not wishing to decry the expertise of pharmacy's existing representatives on the VPC (Professor J. E. Carless, professor of pharmaceuticals, Chelsea College, and Dr F. Lees, reader in veterinary pharmacology, Royal Veterinary College) it seems obvious that a general practice pharmacist with specialised knowledge of veterinary medicine has a unique contribution to make. His regular contact with those directly concerned with animal care gives him an insight into the problems involved and in his training he is certainly no less "technical" nor professional than any other members of the Committee.

Last week's success is hopefully the start of the overall acceptance of the pharmacist as an expert on animal medicines. And with the right calibre of appointee (such as those proposed by the Society) perhaps the authorities may be persuaded that the Medicines Commission was indeed on the right lines with its original proposal in 1973 that there should be pharmacist-supervision of all pharmacy-only and prescription-only animal medicines.

Wait for the count

A PSNC candidate who is also an NPA Board member said this week (p257) that if he loses in the coming PSNC election he will not accept NPA nomination were it to be offered. *C&D* believes that the time for any of the incumbents to make that decision would be *after* the votes have been counted, so that electors may vote for policies and personalities without considering the candidates' opportunity for a "second bite at the cherry".

The "first past the post" system does not necessarily mean the complete rejection of the losing candidate—and pharmacy does not have such a surfeit of able politicians that it can afford to ignore all who come off second best.

Contractors themselves for the first time are able to choose between experienced PSNC members and new blood (though not necessarily inexperienced). But where the voting indicates a large measure of support for losing candidates, the NPA has an opportunity to ensure their talents are not wasted. Our advice to candidates is

—wait and see!

Gp pharmacist on vet committee

A veterinary pharmacist in general practice is to be appointed to the Veterinary Products Committee, which decides how animal medicines should be distributed.

Membership of the committee had been restricted previously to academic pharmacists, although three members are practising vets. Mr David Dalglish, member of the Pharmaceutical Society's council and chairman of its Agriculture and Veterinary Committee told *C&D* this week he was "absolutely delighted"; his committee had been campaigning for the past two years for a general practice pharmacist member of the VPC. Three names had been submitted to the Ministry of Agriculture, Fisheries and Food for consideration—Mr Dalglish, Mr John Lane and Mr Harold Jobson (also a member of the Agriculture and Veterinary Committee). The final decision rests with the Minister, John Silkin.

Miss Maureen Tomison, the Society's head of publicity, was also delighted. "This is a very important step for the future of all those engaged in the selling of animal medicines as it ensures that a pharmacist knowledgeable in this field will be on the committee deciding which list each should be on. Together with the Government's eleventh-hour decision to grant a six-month's transition period on the POM list, this success proves how important it is for pharmacy to fight for its rights where decisions may be taken or influenced."

Commons debate

The decision was announced during an hour long debate in the House of Commons last week. Mr Gavin Strang, Parliamentary Secretary to the Ministry of Agriculture, Fisheries and Food, said he would ask the Medicines Commission to consider appointing a veterinary pharmacist to the VPC. The debate followed a prayer, moved by Mr Michael Jopling, MP, a farmer, to annul the Medicines (Exemptions from Restrictions on the Retail Sale or Supply of Veterinary Drugs) Order 1977. His purpose was not to vote against the order—"indeed, basically we welcome it," he said—but he felt the House should discuss its implications. He said the Order was one of the most badly drafted he had ever seen and wished that such complicated legislation was "sifted" before being presented to the House.

Mr Jopling welcomed continuation of the "farmer's list" but was concerned that certain drugs had become available only on a vet's prescription, eg copper injections for swayback. Such drugs were often needed quickly, and delay in obtaining a prescription could be dan-

gerous and costly. Extension of the prescription-only list also meant that the turnover of pharmacies would fall off when these products were channelled through the hands of vets, who often did not write out prescriptions but supplied drugs on the spot, "out of the back of the car." Mr Jopling pointed out that further loss of turnover to pharmacies had serious implications, particularly in rural areas. He understood that the VPC was reviewing the lists to see whether more animal medicines should become prescription only and hoped that the Minister would not agree to any such changes without good reasons.

Mr Jerry Wiggin, MP, was also concerned about the loss of business to chemists.

Mr Nicholas Winterton, MP, objected to the "appallingly bad piece of legislation" that allowed non-pharmacists a period of grace in which they could dispense veterinary surgeons' prescriptions in order to dispose of residual stocks. No one knew who these suppliers were as local authorities were not required to publish their names so the Pharmaceutical Society could not carry out its statutory duties.

"We have the ludicrous situation of one department in the Ministry trying desperately to stop illegal sales while another department is busily presenting the cowboys—to use the title they are given in the trade—with a most beautiful way of continuing to break the law," he said. The present difficulties were caused by failure of the present Act to cover

sales of veterinary products to non-pharmaceutical outlets. It should be corrected by a short amending Bill, he suggested, and the Minister should cancel the right for anyone other than vets or pharmacists to dispense the animal medicines set out in the Order.

Mr Marcus Kimball, MP, hoped that many more products would be taken off the "farmers' list" and put on the prescription-only list, as the main concern was for the safety of animals, their handlers and the safety for consumers of products treated with these drugs.

Opposing further restrictions, Mr Peter Mills, MP, a farmer, explained that farmers were not "yokels" who could not handle drugs: "It is not right to suggest that they do not understand these matters."

The debate had to be adjourned before Mr Gavin Strang had finished his speech. He said the Order was not intended to be the final solution but represented the Government's "carefully considered decision as to how we should move forward at this stage." Over the next two or three years the Veterinary Products Committee would examine products in schedule 1 and recommend what arrangements were appropriate in the long term for retail distribution. The "merchants' list" was a sensible working platform which could lead to a better arrangement for the future.

Signatures static

By February 21 the Parliamentary "early day" motion calling for more funds for community pharmacies had attracted signatures of 180 MPs, with seven signing the amendment. The number of signatures has remained static for about two weeks.

Mr Bob Worby, chairman, Pharmaceutical Services Negotiating Committee, met six Conservative and six Labour MPs recently to explain pharmacy's case.



Sally Ann Wicks, of Roys Pharmacy, Wroxham, Norfolk, is seen here receiving the first prize in the TCP "Care for your customer" competition. Presenting the Ferguson music centre to Sally are Mr E. Hollington (centre), TCP branch manager, and Mr N. Owles (right), Unicliffe territory manager. Mr Palmer, store manager looks on

Three PSNC candidates face electors

How much is a pharmacist worth? That was one of the questions put this week to three of the four candidates standing for the Pharmaceutical Services Negotiating Committee region 2 election by a group of 30 contractors.

At the meeting called by the London group pharmaceutical executive, Mr Lewis Priest, the sitting member for the region, said he could not put a figure on the value of pharmacists, but they should be paid their basic costs with better remuneration for NHS work. He said the PSNC was seeking arbitration over notional salary on the basis that hospital pharmacists with less responsibility were getting a higher salary than proprietors.

Higher notional salary

Mr Robert Wise, a member of the Camden and Islington Contractors Committee said pharmacists should be reimbursed with costs and premises fees and a higher notional salary than at present. Mr Stanley Blum, of ASTMS general practice pharmacy section and a member of the Kensington, Chelsea and Westminster LPC, believed pharmacists were worth what their negotiators could get for them and no more. He added, however, that hospital principal pharmacists received £7,000 and therefore a notional salary of £7,000 would be appropriate. All three candidates agreed that a pharmacist should be paid full time for NHS work.

The fourth candidate, Mr Bob Worby, PSNC chairman, was not present. He was putting pharmacy's case to Labour backbenchers at the House of Commons.

In his opening statement Mr Priest said that he regarded the PSNC primarily as a negotiating body and not a management committee. He emphasised the need for flexibility in negotiations with the Department of Health. Negotiators should always be one step ahead of the "opposition," anticipating their objections. A wise negotiator would not be forced into a corner from which he could not escape. Negotiators must seek something attainable and be prepared to achieve it "step by step." He said he was keen on the elections because they would be a true expression of contractors' views. For the first time contractors could vote directly, not via LPCs.

Mr Priest added that if he was defeated in the election he would not accept a nomination by NPA if it were offered. A member of the audience suggested that Mr Priest could be depriving the PSNC of an experienced negotiator by such an action.

Mr Robert Wise, who described himself as the "unknown fourth" in the election, thought he was a typical contractor with the interests of pharmacy

and pharmacists at heart. The present contract worked to the advantage of the Department, he said. He wanted a realistic gross profit margin and a fair return on capital invested. A 33 $\frac{1}{3}$ per cent on-cost with no dispensing fees would be a partial solution. He wanted PSNC to consult contractors before accepting the Department's proposals. Neither he nor Mr Priest desired a salaried service.

Mr Stanley Blum favoured an overall salary rather than a notional one and, if necessary, a salaried service. He thought the PSNC should use professional negotiators. "Otherwise," he said, "the next 26 years will be as futile as the last 26." He said he wanted a simplified contract but was criticised by the audience for not giving positive proposals. Mr Blum replied that he wanted a salary based on NHS turnover and a return on stock investment. Later he added that reimbursement of costs should be actual not averaged and drugs should be priced on their cost at time of use not purchase.

Poll closing date

Because of the weather conditions the closing date for the Pharmaceutical Services Negotiating Committee elections in Regions 1 (W. country) and 6 (Wales) has been deferred until 12 noon, March 6. The closing date for the Monmouth and Gwent Local Pharmaceutical Committee election has also been deferred to 12 noon, March 6.

Patient dies after prescription error

A prescription written by a hospital doctor intending to give a patient 25mg methotrexate a week led to the patient taking ten 2.5mg tablets daily and his death a City inquest was told last week.

Clare Thompson, a basic grade pharmacist at St Bartholomew's Hospital, said there was no mention of a weekly dose on the prescription so she assumed the tablets were to be taken daily. She wrote on the label the time they were to be taken and did not query that the dose was higher than she had issued before.

Dr David Paul the coroner recorded a verdict of misadventure and advised relatives of the dead man to take legal advice. He said he would not apportion blame. Dr John Kirby said in evidence that the patient was admitted to hospital for observation with a skin disease and he later wrote a prescription intending to give 25mg methotrexate a week. When the patient was readmitted after the overdose it was found that bone marrow depression and septicaemia had occurred.

A spokesman for St Bartholomew's told *C&D* there was no reason for the

pharmacist to query the prescription. The drug was dispensed in differing dosages frequently. Martindale's Extra Pharmacopoeia gives the dose of methotrexate as 5 to 100mg by mouth at suitable intervals according to the patient's needs.

FIP in Cannes

The 27th General Assembly and 38th International Congress of Pharmaceutical Sciences of FIP is to be held in Cannes on September 4-9. Included are meetings for hospital, military, industrial general practice, analytical (clinical) pharmacists. Several excursions have been arranged. Fees to participants are Hfl 375 and to accompanying persons Hfl 150. Details are available from FIP Congress 1978, Alexanderstraat 11, The Hague, Netherlands. Applications must be returned by May 31.

Pharmacists coping with snow problems

The snow in the southwest of England is producing problems for pharmacists although those *C&D* contacted on Tuesday were coping. Mr John Davies, a proprietor in Wiveliscombe, Somerset, was having to walk some distance to his pharmacy instead of going by car. He had received no supplies and was short of baby milk. He is well stocked with drugs and had made substitution arrangements where necessary with doctors. All roads were impassable by car but a tractor was able to operate a collection and delivery service. Mr Davies also delivered on his way home. His pharmacy is completely rural, being 6, 10 and 12 miles from others. Customers have been understanding and his main criticism is that the local council has given little help.

A spokesman for Vestric, Paignton, said vans were able to supply within a 12 mile radius. Beyond that, police frequently turned them back. Ironically, manufacturers were able to supply the depot because the main London roads were open. It was the coast roads that were cut off. He expected it would be sometime before deliveries returned to normal.

Sugar prices up

The Price Commission has recommended that there be no restriction on the current Tate & Lyle Refineries Ltd prices and that the proposed weighted average price increase of 2.04 per cent is justified on the basis of movements in costs.

In its report Tate & Lyle Refineries Ltd: sugar and syrup products (HC224, HM Stationery Office, £0.50) the Commission notes that the rationalisation of the UK cane sugar industry as a consequence of joining the EEC has imposed a burden on the company which is reflected in its costs and profitability. The price the company pays for raw cane sugar—75 per cent of its total costs—is controlled by the EEC.

Pharmacist loses claim for unfair dismissal

When Mr Stephen Churnin joined a company as pharmacist manager he believed his security was ensured. But within two years he was made redundant, a London Industrial Tribunal heard last week. Instead of working at the firm's West Byfleet branch, Mr Churnin chose to work at a smaller shop in East Moseley. Two years later this pharmacy had to close down.

Mr Churnin, of Queens Road, Weybridge, claimed he had been unfairly dismissed by Cross and Herbert Ltd, of High Street, Egham, the owners of the business. But after hearing evidence that the business was not viable and that the company was justified in closing it down, the tribunal dismissed Mr Churnin's claim.

Mr Kenneth Light, a director, said that because of inflation, the company was having difficulty last year in replacing stock, and after discussions with the bank, decided to sell the East Moseley premises. By the middle of last year the number of prescriptions dispensed at East Moseley was about half the national average as doctors' surgeries in the area had moved away. Mr Light said there would be a further 50 per cent reduction with the opening of a health centre at West Moseley, making the business completely non-viable.

At the end of June, 1977, Mr Churnin was told of the proposal to sell the premises and that the shop would close on October 24. He was given three months notice. There were no vacancies for a pharmacist manager and so he could not be offered alternative employment.

Mr Churnin said in evidence that when he accepted the position at East Moseley he moved home from York to the flat over the shop and believed he would have permanent employment. No one told him his branch was likely to close, nor was he given an opportunity to suggest ways of making the business viable. The decision to close was presented to him as a *fait accompli*.

Tribunal chairman, Mr Richard Marshall, dismissing the claim, said it was emotionally upsetting for Mr Churnin that he should be managing a branch which, for economic reasons, had to be closed down, and Mr Churnin was in no way to blame for the failure. The company, however, had shown it had not acted unfairly.

Ulcer warning for emepronium

Confirmation of a link between oesophageal ulceration and emepronium bromide is reported in the Committee on Safety of Medicines leaflet "Current

problems: 3." The data sheet has been modified to include instructions that the tablets should be always swallowed with an adequate volume of water. Other reports include: Methyldopa may impair liver function and cause jaundice; nitrofurantoin may cause hepatic damage; diazepam intravenous injection may cause thrombophlebitis; tricyclic antidepressants may rarely cause ileus. The leaflet points out that as the trend towards breast feeding continues, adverse drug reactions in suckling infants could increase.

Advertising topics at management conference

The following speakers will address the Institute of Pharmacy Management International conference on "Marketing in general practice pharmacy," Grand Atlantic Hotel, Weston-Super-Mare, April 2-5:

April 3:— Mr R. Blyth, editor, *Pharmaceutical Journal*, on "Advertising of professional services: Government policy, professional needs, public interest." Mr C. C. B. Stevens on "Advertising in the professions: A flexible approach for pharmacy." An advertising agent on "The cost and benefit of advertising campaigns conducted on behalf of general practice pharmacy." *April 4:*— Mr H. Chambers, director of retailer services, A. C. Nielsen & Co Ltd, on "A review and forecast of OTC sales in the health and beauty market. National and international aspects." Messrs N. Thomason, pharmaceutical marketing director, and P. Averill, sales manager, Reckitt & Colman Ltd, on "Marketing pharmacy." *April 5:*— "Some factors affecting retail trading: Present and future." Messrs G. Hill, proprietor pharmacist, and S. I. Benrimoj, University of Bradford, on "Implications of the health centre programme"; Mr J. Spink, assistant secretary, Wellcome Foundation, on "An industry view of new or prospective legislation." Mr T. Saul, marketing director, Vestric Ltd, on "Wholesaling."

Further details available from Mr Stanley Durham, 42 Fossdale Road, Sheffield S7 2DA.

Mr Werner Sedlag, new director of the European Proprietary Medicines Association with (left to right) Mr P. Clevely, manufacturing manager and Mr R. C. I. Bate, managing director, during his visit last week to the Slough factory of Nicholas Laboratories Ltd



Drugs not always needed for menopause

Some postmenopausal women with symptoms of oestrogen deficiency can be helped by replacement therapy. But a recent *Drug and Therapeutics Bulletin* points out that the menopause is a natural event which most women can get through without recourse to drugs.

However if drugs are needed then oestrogens are more effective than tranquillisers and probably just as safe in relieving short-term symptoms such as hot flushes, sweats and vaginal dryness. The bulletin says that the synthetic oestrogens are cheaper than the naturally occurring ones but may cause more nausea and may carry a higher risk of venous thrombosis, though this has not been proved in the low doses used for replacement therapy. Most gynaecologists prefer to use the smallest dose of ethinylloestradiol (a synthetic oestrogen) needed to keep symptoms tolerable, given for three weeks each month and slowly withdrawn over 6 to 12 months if possible. The bulletin concludes that benefits of long-term oestrogen replacement appear to be overrated and the risks are not clear. Approximate costs for one cycle vary from 4p for ethinylloestradiol 50mcg to £1.13 for Premarin 1.25mg up to £2.25 for Menophase (a combined oestrogen and progestogen).

Allergies caused by tablet colourings

Urticaria may be caused by tartrazine used as a colourant in many tablets such as Haliborange and in orange squashes. Professor Ronald Illingworth, Sheffield Children's Hospital, says in a *MIMS Magazine* recently, that the situation is often exacerbated by antihistamines used to treat the urticaria—such as Phenergan elixir and the Piriton range—which themselves contain tartrazine. Tartrazine may also cause wheezing, Professor Illingworth continues. Papular urticaria, which may be caused by sensitivity to bites from, eg cat and dog fleas, is usually aggravated by aspirin.

PEOPLE

Dr P. B. Deasy has been granted leave of absence by the University of Dublin to research at the University of Illinois from April to September. He is resigning as chairman of the Joint Congress Committee but expects to resume activities as a Pharmaceutical Society of Ireland Council member in the Autumn.

Dr P. T. Main, director and chief executive, Boots Co Ltd industrial division, has been elected a Fellow of the British Institute of Management.

Deaths

Batley: On February 3 at the age of 73, Dr Alan Batley, PhD, FRPS, ARIC, who was a director of Kodak Ltd for ten years and retired in 1969. He joined the company's research laboratory in 1929 and became assistant superintendent in 1936. In 1950 he was appointed deputy general sales manager and became director of sales in 1959 and director of marketing and distribution in 1968.

Goodfellow: Suddenly at Edinburgh Royal Infirmary, Mr John Goodfellow, MPS, Lothian Cottage, Ferniehill Road, Gilmerton, Edinburgh. Mr Goodfellow qualified in 1923.

News in brief

□ Chemists and appliance suppliers in Northern Ireland dispensed during November 1977 1,018,355 prescriptions (629,878 forms) at a cost of £2,202,999—an average of £2.16 per prescription.

□ The index of retail prices for all items for January 17, 1978 was 189.5 (January 15, 1974=100), representing an increase of 0.6 per cent on December 1977 (188.4) and of 9.9 per cent on January 1977 (172.4).

□ The Department of Health has awarded Professor G. T. Stewart, department of community medicine, Glasgow University, £4,351 to work with data on suspected adverse reactions to pertussis vaccine.

□ Dr Bimal Kumar Ghose, 101 Herne Hill, London SE24, has been prohibited from prescribing, administering and supplying, and from authorising the administration and supply of any Controlled Drug, within the meaning of the Misuse of Drugs Act. This direction, which took effect from February 15, was issued by the Home Secretary in pursuance of subsection 2, section 13 of the Misuse of Drugs Act 1971.

□ A decree issued by the Spanish Ministry of Industry rules that before any new manufacturing company in the pharmaceutical products sector is authorised, it will be necessary for the company to invest a minimum of 30m pesetas in capital goods and control equipment and be equipped with a control laboratory. Existing manufacturing companies who have not previously invested this amount and wish to extend their activities will be required to increase their investment.

TOPICAL REFLECTIONS

by Xrayser

Parkinson's

No, not the "shakes" but the TV programme for which I have an addiction. I am fascinated and impressed by the way Michael Parkinson draws out the people he interviews so that, apparently without reserve, they reveal themselves as real men and women with the doubts, hopes and feelings which constitute the human condition. Recently we saw three miners. Ex-miners rather, but what men. Did you notice their delight in words and language and their perception of what is important? And did you notice that great ogre, the terrible Joe Gormley, the man that gave all true blues the real shakes? To my surprise I saw no ogre but found myself listening to a terse, beautiful dissertation on reasonableness, balanced views, and common sense. I heard him say (and who could doubt his honesty) that he had tried to dissuade his lads from striking since in the end it would establish a precedent which other muscled groups would follow, leading ultimately to a state of anarchy. And because in the end negotiations would have to be made for a settlement, it would be wiser to continue them without costly strikes.

Right now being angry and frustrated at my own lot in life I want to shout for a strike. Yet from this sense of exasperation (for some indeed, desperation) bonds are being forged which are giving us identity and community. Pharmacy knows itself assailed on all sides and there are many cries for action, as if from action alone will come salvation. Do you believe that? And if so, what exactly do you mean by action? Before we contemplate action it would seem important to have a very clear conception of our role and the reasonable rewards to be expected from it. I would like to develop this further but from fear of boring you will defer it, after making one point. To prevent things getting worse, we should accept the results of negotiation which will prevent further damage to our members, even though we know that it is at best a holding operation. Then we build on that, for it has reality.

Leadership

Joe Gormley said something else that caught my attention. He talked of leadership, and described how he had led some men out, and, having made his point, led them back. The emotional appeal of striking is enormous . . . "We'll show them, we're not to be pushed around any more!" But the cost accountant in my mind coughs discreetly, taps the balance sheet, mentions the big wholesaler credits, my overdraft, the mortgage, the schooling and—of all the unreasonable things—my customers' needs.

We have been casting around for leadership which will somehow deliver the goods, preferably without personal cost. Naturally we haven't found it because after the first or second disappointment we throw the poor devils to the winds and clutch at the next hopefuls who sincerely believe they can do better. This is neither good sense nor good politics but may be one reason why some are better attracted by the idea of a trade union, primarily because then we might have the power and prestige of a tough professional working for us—yes, even a Clive Jenkins or a Joe Gormley. But let us examine the proposition further. Is it still reasonable to expect anyone with a job in retail pharmacy to act as our negotiator? The situation we have arrived at is hardly reassuring for such a view and would suggest that now is the time to think of paying for a full-timer.

When we get a leader, and I think we have one in view, let us support him properly. If every contractor put up only five pounds per shop we would have a fund of £55,000, enough I would say to provide our man with a decent salary, a small staff and a PR man, and the freedom to get on with the job. This, combined with the PR department of the Society and the lads from the NPA, should give us a sound base from which to capitalise on our emerging sense of unity. My fiver is on the table. How about yours?

NEW PRODUCTS

Flash bracket and telephoto for Polaroid SX 70



A flash bracket accessory for use with the Polatronic electronic flash unit and SX 70 Alpha camera has been introduced by Polaroid. The Polatronic model 8402 flash bracket is constructed of black fibre-reinforced plastic. It attaches to the base of the SX 70 by a bolt which fits the camera's tripod socket. A second bolt screws into the base of the Polatronic flash unit, holding it at a 2° angle to the optical path of the camera lens for optimum illumination. The accessory incorporates its own tripod socket and a retractable wire stand to position the camera and flash unit horizontally on a flat surface.

Polaroid have also added a telephoto lens (£35 trade excluding VAT) to the range of accessories available for SX-70 photography. The four high-quality opti-

cal elements have been designed to match the characteristics of the SX-70 lens. In combination, the SX-70 and telephoto lenses have a focal length of 175mm, focus to a minimum distance of 61cm (24in), and produce an image 1.5 times larger. The accessory lens, which is fully coated for anti-reflection and colour correction, is mounted in an impact resistant polycarbonate frame with click-fastening lugs for secure positioning over the front of the camera. The tele lens is packed in a black vinyl zip-fastened case.

With a simple adjustment to the SX-70's lighten/darken control, the lens can also be used to enhance flash pictures of subjects between 3ft and 12ft from the camera. *Polaroid (UK) Ltd, Ashley Road, St. Albans, Herts.*

Simple skin care

Simple Soap has been joined by two other skin care products from Simple Products: Simple cleansing lotion (£0.65) and Simple moisturising lotion (£0.75). The company says that they are based on the same reasoning as Simple Soap with no perfume or colouring. Introductory packs are available at 16p off. The products were test marketed in the South with "great success" according to Mr Keith Coldman, sales director. "When we saw the level of the initial take-off from southern area chemists, we had to revise our production plans considerably—upwards." The products will be advertised in the Press, together with Simple Soap, and display outers are available

from Ernest Jackson & Co Ltd, Crediton, Devon, the distributing agents. *Albion Soap Co Ltd, 113 Station Road, Hampton, Middlesex TW12 2DY.*

Orlane 'treatment'

Following the success of B21, a cream launched by Orlane ten years ago, the company has now introduced Creme B23 (50ml £25, 100ml £40) which is said to combine the original 21 elements of B21 with two new elements. It is described by the company as the first treatment cream which helps combat all the principal signs of an ageing skin—fine lines, slackening of contours and loss of radiance. *Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1V 6QX.*

Irish launch for Syntex wormer

Syntex through their agent Micopharm have introduced a new broad spectrum anthelmintic drench in Ireland. Synanthic is a 2.265 per cent suspension of oxfendazole (1L, £10.95; 2½L, £25.30) for all gastrointestinal worms and lungworms in cattle and sheep. It is active against adults, immatures and eggs. Developments are continuing into a form for horses and pigs.

Synanthic is being reviewed for product licence in the UK and Syntex expect to introduce it in time for autumn worming. Prices have not yet been established for the UK market. The Wellcome veterinary division have also launched an oxfendazole product, Systamex, in Ireland by arrangement with Syntex. *Micopharm, Ballyboggen Industrial Estate, Ballyboggen Road, Finglas, Dublin 11.*

Milk mix for dogs

Canovel milk mix (250g, £1.03; 500g, £1.70) from Beecham Animal Health is for rearing puppies and growing, pregnant, lactating and convalescent dogs. It contains 30 per cent oil, vitamins, minerals and protein formulated to resemble a bitch's own milk. *Beecham Animal Health, Beecham House, Brentford, Middlesex TW8 9BD.*

Mirror range

Chester Fine Arts Ltd are the sole UK distributors for Beauty-flex mirrors. These telescopic mirrors have suction caps on the base for attachment to another mirror, and swivel to any angle enabling users to see themselves from behind. Beauty-flex mirrors (£7.95) are double sided—plain or magnifying—and extend from a compact 20.05cm to 72.06cm. *Chester Fine Arts Ltd, 15 Provost Road, London NW3 4ST.*

PRESCRIPTION SPECIALITIES

Vermox suspension

Manufacturer Janssen Pharmaceutical Ltd, Janssen House, Chapel Street, Marlow, Bucks.

Description Yellow, banana flavoured suspension containing 100mg mebendazole per 5ml

Indications Broad spectrum anthelmintic, as for tablets

Dosage Identical for adults and children over 2 years old. Threadworm—5ml with simultaneous treatment of all siblings; whipworm, large roundworm, common hookworm, American hookworm—5ml morning and evening for three consecutive days. Not recommended for children under two years old

Packs 30ml (£1.98 trade)

Supply restrictions Prescription only

Issued February 1978

'Golfer of the year' trophy for all pharmacists

The "Pharmacist Golfer of the Year" competition, co-sponsored by Unichem and Colgate Palmolive, was very successful last year and in announcing the 1978 event the sponsors say that they are confident that the tournament will arouse even wider interest from pharmacists throughout the UK. Pharmacists from manufacturing, wholesale, retail, hospital or the academic side of the profession are all eligible to enter.

The venue for the final, due to be staged on September 6 will be the Fern-down Golf Club, six miles from Bournemouth. Thirty golfers, including last year's winner, retail pharmacist, Mr Tony Williams from Hove, will be guests of Unichem/Colgate Palmolive for the nights of September 5 and 6 at the Dormy Hotel, Ferndown, which adjoins the course. As before, the co-sponsors will pay the finalists' travel costs to the limit of the equivalent of second class rail fare from their normal place of residence to Bournemouth and "locum" fees

where incurred to a total of £20. Entertainment will be arranged for the Tuesday evening and the 36 hole final on Wednesday will be followed by a prize-giving banquet. The winner will be presented with the Unichem trophy and replica plus a set of four Penfold International Woods, donated by Colgate-Palmolive, who are also contributing many other prizes.

The rules are broadly the same as last year with entrants having to submit a card obtained during a competition round played at either a golf club at which the entrant is a member or at a pharmaceutical golfing society meeting. This year the qualifying period extends from April 1 to July 2 inclusive and entries must be received by July 14. Finalists, who will be selected on the basis of the difference between the standard scratch score of the course on which the entrant played and the net score submitted, will be notified by July 31. *Unichem Ltd, Crown House, Morden, Surrey.*

Money off Scotties

A spring promotion on Scotties facial tissues will take the form of money-off, on pack offers on a range of Scotties products. "Money-off" flashes on the tear-out oval of the boxes herald the offers on the following variants—Scotties white 150s, rainbow 150s and woodland flowers, all have 3p off. The Scotties white and rainbow 200s have 4p off. The offer is available to the trade until the end of March, during which time the company feels that many people will still be suffering from colds and flu. *Bowater Scott Corporation Ltd, Bowater House, 68 Knightsbridge, London SW1*

Refill for Sure

Elida Gibbs have now made the Sure refill available nationally (£0.39). The company also says that all stocks of the jumbo Harmony hair spray are now exhausted. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A*

Almay offers

Almay mascara refills (worth up to £1.50) will be available free with each mascara purchase from mid-March. There are three types of Almay mascara—rich lash (£1.65), lash lengthening (£1.35) and automatic (£1.30), and each mascara and refill comes in either brown, brown/black or black. The offer will be available while stocks last.

The company is also bringing out six new shades of nail colour, three rich creme enamels (£0.95)—cool coral

tanned coral and hushed pink, and three rich creme frosted enamels (£0.95) copper leaf, maple wood and warm port. A new nail care range from Almay comprises a gentle nail enamel remover (£0.95), cuticle treatment oil (£0.95), a protective base coat (£0.85) and a chip resistant top coat (£0.85). Available for sale from the end of March. *Almay Hypo-Allergenic Cosmetics, PO Box 17, 225 Bath Road, Slough SL14AU.*

Divers sponsored

Carnation Foods are using Build Up to sponsor an inter-club diving competition. Organised by the Ladies Diving Club, the Inter-Club Challenge diving competition takes place on February 18 at Potters Bar swimming pool and the company says that some of the country's leading hopes for the 1980 Olympics will be taking part. Spectators and competitors at the event will be offered samples of the four flavours of Build Up, which the company is promoting as an ideal drink for athletes as well as a convalescent meal. *Carnation Foods Co Ltd, 11 High Road, London N2 8AW.*

More Maxi shades

Max Factor are adding spring shades to their Maxi make up range. The new eye colours in the Maxi-rich eye shadow range (£0.65) are bramble and greengage and in the Maxi-frost eye shadow range, periwinkle and racing green. Maxi-moist lipstick (£0.55) includes three new

colours, rainflower pink, springshower coral and candy apple; and think pink, pomegranate and riot red are the new colours in the Maxi-wear Stronghold nail colours (£0.60). There are also two new Maxi-glow blusher colours (£0.60) in ginger peach and tawny russet.

Max Factor will also be making available a 33g perfumed Cologne concentrate spray in the Blasé range. During its introductory period this product will be uncartoned (£2.20). *Max Factor Ltd, 16 Old Bond Street, London W1A 3AH.*

Mouth-care leaflet

Nicholas have produced an updated version of their leaflet guide to good oral hygiene. The leaflet sets out the basics of dental care, describes the characteristics of Inter-dens brushes and sticks, and gives instructions on effective brushing. It will be distributed primarily through dentists' waiting rooms but copies can be obtained from the Nicholas sales force. *Nicholas Laboratories Ltd, 22 Bath Road, Slough, Berks*

Diocalm unaffected

Beecham Proprietaries confirm that, despite confusion over recent regulations, Diocalm tablets may be sold in their present packaging as before. The adult dose of four tablets contains the equivalent of 698mcg of morphine, as anhydrous morphine base (new legal limit 740mcg). The weight of anhydrous morphine in each tablet is 0.034 per cent (legal limit 0.04 per cent of tablet weight). The company intends to follow up the brand's winter advertising campaign with one of heavier weight throughout the coming summer in both national newspapers and selected travel media. *Beecham Proprietaries, Beecham House, Brentford, Middlesex TW8 9BD.*

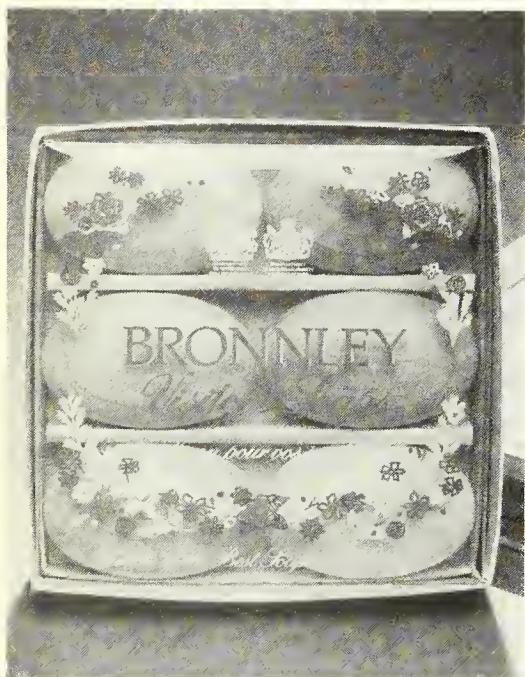
More Trade News on p262



Pictured above is the new free standing display unit for Ronson's Spiritechnic shaver. Three eight inch cubes—the centre one rotates—highlight the main selling points: spiral cutter, drop in foil and long hair trimmer

TRADE NEWS

Bronnley repackage visitor's soaps



New packaging for Bronnley's box of six visitor's soaps has been introduced. Six assorted fragrances and colours in this range can now be seen clearly through a flower garlanded transparent cover. This is a further development in the company's repackaging campaign which began last spring with the launch of the soaps with almond oil in floral boxing. The theme is now continued throughout their popular ranges. *H. Bronnley & Co. 10 Conduit Street, London W1R 0BR.*

Nomor Grey now from Dendron

The distribution of Nomor Grey has been taken over by Dendron Ltd, 94 Rickmansworth Road, Watford, Herts. Dendron salesmen will be covering retail and wholesale outlets in Great Britain, with details of advertising schedules and trade deals. Customers should contact Mrs E. Bolam at Dendron. *Holdwood International (Cosmetics) Ltd, Guildford Chambers, 54 Cheapside, Luton, Beds.*

Berk discounts

Berk Pharmaceuticals Ltd are introducing 5 per cent discounts on orders of £100 or over through wholesalers from March 1. *Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey.*

Undercover sales

Undercover Products are no longer distributing their products through Richards & Appleby Ltd. They have recently appointed Michael Earl as marketing and sales manager to head their own marketing team. The company says that a new

marketing policy has been formulated based on low prices and instant service. Mr Earl was previously sales manager with a large speciality sales promotion company following a period in the marketing division of the John Lewis Partnership. His main responsibility will be the initiation of an expansion programme in the UK for the company's disposable product lines with particular emphasis on the Pantees range. *Undercover Products (International) Ltd, Queensway Industrial Estate, Queensway, Wrexham, Clwyd.*

Orlane harmony colours for spring

Orlane will be introducing two new harmony ranges of make-up for the spring. Each will comprise a lipstick (£2.10), nail enamel (£1.95) and double-ended eye pencil (£2.15). Each harmony range is said to have been inspired by French landscapes, for instance in the range for fair complexions Rose d'Anjou for nails and lips is supposed to recall the pink light of the Loire valley while the Bleu Provence eye pencil "mirrors the blue of the Mediterranean". For deeper toned skins the nail and lip colour Rouge Esterel "captures the red earth colours of the hills behind the Cote d'Azur" while the colours of the products of the vineyards—Armagnac and Champagne—form the double ended pencil. *Jean D'Albret Orlane Ltd, 125 High Holborn, London.*

Charlie's nails

Nail Gleamers are the latest addition to the Charlie range of cosmetics from Revlon. Available in ten shades, Nail Gleamers (£0.69) are said to be quick and easy to apply and to dry to a hard-wearing, light reflecting gloss. Available for sale from the end of February. *Revlon, 86 Brook Street, London W1.*

Ma Griffe talc

Shulton have repacked Ma Griffe talcum powder in the Carven range. The container which is made by Metal Box is a Delphic aluminium pack which carries through the pack design of green and white. The new pack contains 100g (£2.30) instead of 90g. *Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3 1EW.*

Clinique lips

Available for sale from March from Clinique are two shades of lip pencil (£3.00) in new raisin and new raspberry and two additional shades of lip gloss (£2.50) in raspberry honey and honey raisin. In describing the products the company says that a lip pencil prevents lipstick from feathering and "acts like an invaluable cup for lipstick" *Clinique Laboratories Ltd, 54 Grosvenor Street, London W1.*

Imperial foam

Britain's housewives spent more money on Imperial Leather bathing foam during December than on any other bath liquid, according to Cussons. Latest figures they say, show Imperial Leather as brand leader (excluding Boots and Avon) with a six per cent sterling share of the estimated £30m market. *Cussons, Sons & Co Ltd, Kersal Vale, Manchester M7 0GL.*

TCP spend

Unicliffe will be spending £400,000 to support their TCP brands in 1978. The packaging has been redesigned and now complies with the new labelling regulations. The packs are said to be easier to read. A proposed Press campaign will be backed by a new range of point of sale material. *Unicliffe Ltd, 941 Great West Road, Brentford, Middlesex.*

Pensions service

CMG Computer Management Group (Southern) Ltd have developed a pensions administration computer system Compere, for companies with 500 members or more. The system has been designed to reduce manual intervention to a minimum. Staff in the pensions department send relevant details for processing to the computer at Croydon. *CMG Computer Management Group (Southern) Ltd, Sunley House, Bedford Park, Croydon.*

Emollient oils from coconuts

A new range of emollient oils for the pharmaceutical and cosmetic industries produced from coconut oils and other natural products by Hexagon Enterprises Inc, New Jersey, is now available from Jacobson Chemical Division. Marketed under the trade name Hexamol, they are suitable for compounding lotions, skin preparations, antiperspirants and hair dressings. *Jacobson Chemical Division, R. S. Stokvis & Sons, Pool Road, East Molesey, Surrey.*

More Trade News on p266

ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Anadin: All except U, E

Bran-slim: Lc, M, Y, NE

Camay: All areas

Contac 400: All except E

Hard as Nails: Ln, Lc, So, A, U, We, G

Harmony hairspray: All areas

Head & Shoulders: All except Lc, B, E

Fairy: Y, Sc, WW, NE, U, We, G, CI

Lemsip: All except E

Nice 'n Easy: All areas

Marigold housegloves: Sc, WW, U, G

Rennie: Y, Sc, WW, NE, We, B, G

Seven Seas cherry flavoured cod liver oil: M

SR: All areas

Vitarich: Lc

WE'VE PUT NEW LIFE INTO YOUR SALES.



Since we introduced new Radox Herbal Bath, sales have leapt by 53%*. They're looking so lively for 4 good reasons.

1 Bright new packaging.

2 New value for money formula.

3 Our highly effective TV campaign—back again on March 1.

4 Colour ads in leading women's magazines—still going strong.

So make sure your sales stay lively, and keep your stocks up.

RADOX HERBAL BATH

Nicholas

*Source: Independent Consumer Research November/December 1977.

Pharmaceuticals, Toiletries
Hospital Supplies
Radox is a trade mark

**FIGURES
SPEAK
LOUDER
THAN
WORDS**

66%

That's Redoxon's share of the total Vitamin C market. 66%.
Over three times as much as the nearest rival;
having doubled its share of the market in two years since
the launch of flavoured Redoxon. Phenomenal!

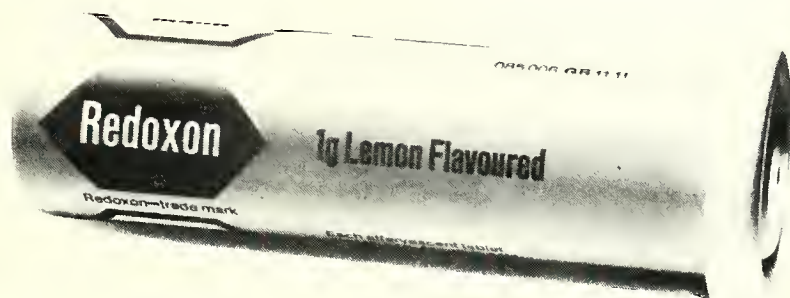
49p

Redoxon is still only 49p per tube (R.R.P.).
That's 10 tablets each containing one gram of Vitamin C.
Making 10 sparkling Vitamin C drinks at less than
5p a glass. And that's effervescing good value for your
customers – just take a look at the competition.

12 FOR THE PRICE OF 10

Now, as an added bonus we are offering 2 free tubes of
Redoxon for every 10 ordered for a limited period
(even more for large orders). That's all extra profit for you.

And remember demand will keep
increasing because when it comes to Vitamin C,
Redoxon is way up in front as far as your
customers are concerned.



Redoxon

Available in plain, orange or lemon flavours.



Roche Products Limited, P.O. Box 2LE, 15 Manchester Square, London W1A 2LE. Redoxon = Trade Mark.

TRADE NEWS

Another Virol promotion



Following the re-launch of Virol under new management in 1977, case sales through chemists have increased by nearly 60 per cent and more cases are now being sold through chemists than at any time in the past 12 years. A second consumer trial offer of at least 8p off the 250g size is being made. Virol continues to be advertised in *Parents*, *Mother & Baby* and *Mother* magazines reaching over 860,000 mothers every month. Distributors Jenks Brothers Ltd, 71 Desborough Road, High Wycombe, Buckinghamshire.

Change to plastic

Pharmacia are introducing plastic packaging for Salazopyrin tablets and Salazopyrin EN tablets as present stocks in glass bottles are exhausted. A new 500 pack of Salazopyrin EN is now available (trade price £19.21). Pharmacia (Great Britain) Ltd, London W5 5SS.

Kanga in Eire

Kanga Hospital Products Ltd point out that David Mayrs of Dublin are the sole agent for the distribution of Kanga incontinence products in Eire. Kanga Hospital Products Ltd, PO Box 39, Bentinck Street, Bolton BL1 4EX.

Two merchandisers for Dylan

Dylon have introduced a gravity-fed counter display unit for Color-fun fabric paints and iron-on outlines. The unit holds six of each of the 12 colours, give-away leaflets and six packs of each of the four iron-on outlines. The headboard features a fashionable blouson top and illustrates how to paint-it-yourself with Color-fun.

In addition to the floor-standing unit currently available for the Color-fun

fabric painting kits Dylan have now produced a compact two-tier carousel merchandiser. The counter unit holds 48 kits and measures 36x19½x19½ins. Dylan International Ltd, Lower Sydenham, London SE26 5HD.

Polythene bags with gussets

Reed Medway Plastics are producing small side-gusseted bags in high density polythene. They can be extruded and printed on a wide web, and produced four-up. The bags can be precision printed in up to two colours on two sides or up to four colours on one side. Reed Medway Plastics, Aylesford, Maidstone, Kent.

Weleda banded offer advertised

An advertising campaign for the Weleda skin care range using the *Dail Mail* and selected provincial daily and evening newspapers is to begin in late February. A promotional campaign will tie-in with the advertising and there will also be special trade incentives. Peter Newman, marketing manager, explained that they have decided to repeat the banded pack offer because it has been successful in the past. "It not only encourages initial purchase," he said, "but leads to repeat business". The moisturiser will be banded to either a cleanser or freshener and consumers can buy two products at 30p off the normal price. Weleda (UK) Ltd, Ship Street, East Grinstead, Sussex.

Cut-price Spillers

Three of Spillers' petfood products are being promoted nationwide at below-normal prices for a limited period. Until March 24 all three large varieties of Kennomeat are flashed "21½p maximum price". Both the large and 6½lb sizes of Shapes dogfood are offered with respective price reductions of 1½p and 5p until February 24. For the same period packs of Bonus Cat carry a "1p off" flash. Trade incentives are linked to these promotions. Spillers Ltd, Old Change House, Cannon Street, London EC4M 6XB.

Lauders' tea garden colours for spring

For the spring Estee Lauder are launching a range of shades called "tea garden colours". They predict that fashion fabrics will be light and airy, shapes fluid and relaxed and colours delicate, refined and misty. The new colours available for eyes therefore are green tea and plum wine in the soft finish eyeliner cakes (£3.70) and blue mist, soft khaki, crystal peach, sungold honey and misty amethyst in the automatic creme eyeshadow (£4.00). Tender lip tints will be available in creme caramel and maple sugar mauve (£2.30) and honey peach and cinnamon tea in Re-nutriv rich lipstick (£2.40). Automatic lipshine colours will be crystal coral and french cognac

(£3.00) and rosy bronze in the Perfect-line lip pencil (£2.25). Cheeks will be coloured with misty sherry and fresh plum in Tender Blusher (£4.00) and sun streaker in All-over colour (£4.25). The nail colours which, like all the above will be available for sale in April, are vintage cognac, brick tile and cafe rose in the Lustrous nail lacquer range (£2.00). Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1.

Sweetex poster

Over the past three years one of the activities of the Sweetex Slimmers' advisory bureau has been the production of an educational poster. Using a cartoon type illustration of a "famous fatty" surrounded by food, the poster has been used to alert the public to the dangers of overeating and obesity. 1978's fatty is King Henry VIII (his predecessors were Billy Bunter and Friar Tuck) and the poster gives the calorie and kilojoule value of over 90 different foods. The poster is available to pharmacies for display from the Sweetex Slimmers' Advisory Bureau, 51 Green Street, London W1Y 4BT. Crookes-Aneston Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA.

Almay boost

Almay Cosmetics are currently being advertised on television in the Southern region. Advertising will extend to the London region on March 3 and the campaign will last for six weeks. The company says that in what can best be described as a static cosmetic market their products have "been progressing in leaps and bounds" and the added exposure the advertising campaign will give can only mean further increases. Almay-Hypo-Allergenic Cosmetics, PO Box 17, 225 Bath Road, Slough SL1 4AU.

Napa distributors

While the distributors of Napa Products Ltd in England, Scotland and Wales are Bellair Cosmetics Ltd, New Road, Winsford, Cheshire, their distributors for Ulster and the Republic of Ireland are William C. Knox & Son, Flush Park, Knockmore, Lisburn, co Antrim. Napa Products Ltd, Queens House, Paragon Street, Hull HU1 3NQ.

Holly Hobbie bags

Columbia Products claim sole rights in the UK and Southern Ireland for the Holly Hobbie character for use on cosmetic bags and toilet holdalls. The range includes a zip cosmetic bag (£0.95), a framed cosmetic bag (£1.15), a zip holdall and dolly bag (£1.95), a framed holdall (£2.50), a large holdall (£3.95).

It is available in three basic colours, red, blue and chocolate brown. Display units are available for both this range and other spring ranges. Details can be obtained from local representatives. Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight.

Co-operative enthusiasm

How does a large pharmacy group maintain staff interest throughout many isolated branches? C&D's beauty editor sat in on a staff meeting of the Greater Lancastria Co-operative Society to find out.

One pound in every twenty-four made by the Greater Lancastria Co-op came from its chemist department last year. This was the big news announced to his staff by Cliff Davey, superintendent chemist, at a recent staff meeting in Blackpool. These meetings tend to be sociable AGM's and last year they set themselves the target of making three million pounds—a target which Mr Davey was happy to announce they had achieved (by a hair's breadth admittedly, but achieved nonetheless).

Much has been rumoured about the successful goings-on in this group of Co-op pharmacies and as the evening progressed it became obvious that here at least an energetic group of people had managed to find the right prescription for a workable mix—providing customers with an excellent health care service and also offering a comprehensive range of cosmetics and toiletries. The driving force behind these scenes of careful industry is Mr Davey himself, a seemingly inexhaustible man with a talent for anything and everything. Over the years he has been with the group he has through "participation" lifted his staff above the norm and now runs an interested, caring and, most important, a happy team.

He was joined recently by Miss Dorothy Parkinson who has special responsibility for the cosmetics and toiletries side. She has done an excellent job by co-ordinating the services offered at each store in the group, and by making sure that the left hand always knows what the right is doing.

One part of the evening was a talk from two members of the Co-operative Wholesale Society on "Your role and its importance to Co-operative pharmacy". Mike Walsby, marketing development manager, began by reaffirming that this group was the most dynamic throughout the entire organisation, especially, he added, on the pharmacy side, where the theme "Your caring, sharing Co-op" was particularly applicable. He explained that one problem common to the group as a whole was the fact that the majority of Co-op customers tend to be elderly. It is important now to attract the younger customer with more disposable income. The pharmacy, and its cosmetic and toiletry departments have a vital part to play in this move. He added that there was a feeling throughout the Society that under the aegis of Cliff

Davey the Greater Lancastria group had already achieved this and now he stressed, the quality of service to these customers must be maintained. Mr Walsby was followed by Colin Whewell, senior promotions officer, who outlined the Society's advertising plans for 1978. He pointed out that because of the general trading down that has been occurring value for money offers have become increasingly important. He also strongly recommended the continued use of point-of-sale material.

Indeed the benefits of good display were demonstrated to the audience during the next part of the evening. Co-op pharmacy staff are encouraged to decorate their own stores for Christmas with the promise of cash prizes for the best efforts. Before announcing the winners Mr Davey showed slides of some of the displays. The imagination and sheer hard work, not to mention the love that the staff had put into this was obvious from the high standards they set themselves. The judges admitted to having had a hard time choosing an outright winner in each of the two categories—"small" and "large" shop—and this year two "highly commended" awards were made in addition to the runners-up. This demonstration of the enthusiasm of the staff, their obvious importance to the customers (who asked each day whether they'd won or not) and wholehearted co-operation evidenced in their participation in training schemes and promotional evenings is a tribute to one man only—Cliff Davey. Perhaps

if there were more pharmacists around with Mr Davey's head for business and understanding of people there would be more successful pharmacies!

He concluded the evening by giving his staff a complete breakdown of the figures for the financial year 1976/77 including the Christmas sales peaks. It is this availability of information that promotes an active interest throughout the "ranks" and has the effect of putting a finer edge on the friendly competition between branches. Mr Davey also pointed out that during the year the Co-op pharmacies of Greater Lancastria dispensed 470,000 prescriptions, which were worth about £850,000 and predicted that 1978-79 should see that figure topping the million mark.

Camera success

A particular success story came from the newest of the group's four camera centres. The Preston branch opened only last June and in the Christmas week alone it took over five thousand pounds!

The average turnover for an entire branch within the group has increased from £74,000 in 1973 to £157,000 (estimated) last year—and that, says Mr Davey, is more than twice the average turnover of an independent chemist. For the coming year each branch has set its own target, which averages out at a 15 per cent increase, so that the group as a whole is aiming for a further half a million, hoping that its total for 1977-78 will be £3½ million.

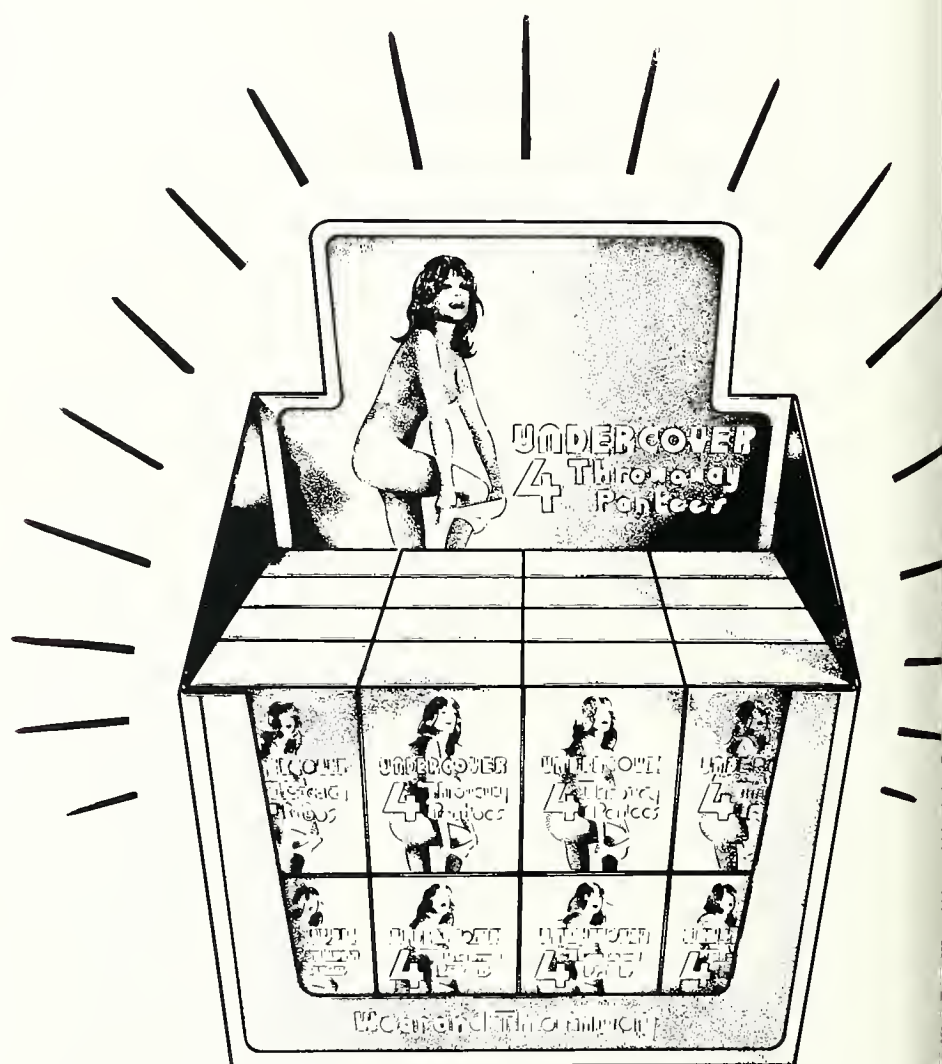
Judging by the enthusiasm demonstrated at this meeting and from the high morale evident in some of the branches visited the next morning, it is probable that the staff will have little difficulty achieving this target. Among all the shops is shared a common feeling, palpable as soon as you step through the door, of friendliness, helpfulness, energy and care. That is obviously what Mr Davey and Miss Parkinson have clearly aimed for—and in its achievement they have not had to compromise on profits. What better mix could any chemist hope for?



Miss N. Wilson, senior sales assistant from the Cleveleys branch of the Greater Lancastria Co-operative Society Ltd, receiving the first prize in Category 1 of the inter-branch Christmas display competition from the Society's president, Mr C. F. Scott at the Blackpool meeting.

Undercover Thru achieve 75% sale

What are the rest of



You stock them! We'll sell them.

Some of our wholesalers:- Sangers Ltd Unichem Ltd Vestric Ltd (selected branches) Benwall Enterprises Ltd Ble
H. B. Dorling Ltd Eastern Wholesale Chemists Ltd James Hardcastle & Co. Ltd Hugh Reynolds Ltd L. Row

Throwaway Pantees as penetration

Do you 25% waiting for?

Undercover gives a girl a marvellous feeling of security. Hundreds of thousands of today's modern women want the effortless comfort of Undercover Throwaway Pantees, the non-paper Paper Pantees. (Undercover Pantees are actually made from a soft, strong non-woven fabric).

Through our big budget 1978 consumer advertising campaign we're telling them where to find them - at their local chemist!

Now available in 3 sizes, including Extra Large, each Undercover pack contains 4 white comfortable pantees specially designed for menstrual time and perfect for holidays.

Contact your nearest wholesaler or direct to:

Marketing Manager,
Undercover Products (International) Ltd.,
Queensway Industrial Estate,
Queensway, Wrexham, Clwyd.
Tel (0978) 53535

Also available from: Cory Brothers & Co. Ltd · D.R. Crosskill & Sons Ltd · Richard Daniel & Son Ltd · Dolphin Munday Sundries Ltd
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CHEMIST & DRUGGIST Directory 1978

And Tablet and Capsule Identification Guide



On your behalf, in 1978 Philips will spend even more money on the advertising of personal care products.

Simply years ahead



A PRIME SOURCE OF INFORMATION ON THE PHARMACEUTICAL, COSMETIC AND ALLIED INDUSTRIES

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Buyers Guide

Who Owns Whom

List of Multiple Retail Outlets

Wholesalers of pharmaceuticals, cosmetics, toiletries and sundries

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NHS Pharmaceutical Officers

Hospital Pharmacists

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Medicines Acts 1968 and 1971, and Regulations

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Salaries of Pharmacists and Assistants

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Please despatch _____ copy / copies of the 1978 Chemist &
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Date _____ Signature _____

Rights of pregnant employees

by Nemean

On April 6, 1977, the sections of the Employment Protection Act 1975 dealing with maternity provisions for women came into force. These provisions, if certain conditions are complied with, give women the right to six weeks' paid maternity leave (whether or not the employee intends returning to work) and a right of return to work within 29 weeks of the date of confinement.

Maternity leave

An employee is now entitled to six weeks' paid maternity leave if she:

□ has completed two years' continuous service;

□ is a full time employee (works more than 16 hours per week, or has worked for five years for a period of eight hours a week or more);

□ works until the eleventh week before the expected week of confinement (or is medically excused from so doing, or is physically incapable of continuing work);

□ informs her employer three weeks beforehand, if possible.

Maternity pay is 90 per cent of full pay, less social security maternity allowance. This amount may be re-couped by employers from a central maternity fund into which they have paid a percentage of National Insurance contributions.

An employer can demand a medical certificate verifying the pregnancy. The employee may complain to an Industrial Tribunal if the employer fails to give her full entitlement of maternity pay. It is unfair to dismiss a woman by reason of her pregnancy, unless she is incapable of doing her work and there is no other appropriate work available, or where continued employment would be a breach of a statutory duty.

A case of major importance for the small pharmacy was decided recently. A lady had been employed for 2½ years as a shop assistant in a pharmacy. She obtained a sick note from her doctor for two weeks which indicated that she was suffering from heavy menstrual bleeding. The pharmacy manager ascertained that she was pregnant, and the shop assistant was dismissed on the grounds of pregnancy. The pharmacist, with his medical knowledge, had decided the assistant was suffering from certain difficulties in respect of her pregnancy, such as would reasonably indicate to him that she would not be able to carry out her lifting and carrying duties adequately.

The shop assistant appealed to an Industrial Tribunal that she had been dismissed unfairly because of her pregnancy. The Tribunal held that the shop assistant's dismissal was not unfair, since the pharmacy manager had shown that

as a result of her pregnancy she was no longer capable of doing a substantial part of the work which she was employed to do. It was reasonable for the pharmacy manager, with his medical knowledge, to reach the conclusion that she would not be able to lift and carry stock.

Whilst pregnancy might not usually prevent a shop assistant from undertaking minor duties involving lifting and carrying, in the case of a small pharmacy these duties were considerable. If the assistant was not capable of doing this part of the work, most of it would fall on the other shop assistant. Since there was no suitable available vacancy for the applicant, her dismissal was not unfair.

An employee, who has qualified for maternity leave, may tell her employer before she leaves that she will claim her legal right to return within 29 weeks of confinement to the same job, or one where the terms and conditions are no less favourable. As with the maternity leave provisions, she must be a full time worker with two years' continuous service up to 11 weeks before the date of confinement.

At least three weeks before going off, she must inform the employer of her intention to return and this notification must be in writing if the employer requests. She should notify the employer one week before she intends to return

to her employment. If it is inconvenient for the employer that the employee returns at the stated time, a further four weeks' postponement is allowed. The employee may also delay the return for four weeks on production of a medical certificate. If the employer cannot find a suitable job for his employee, then he may have to pay for unfair dismissal.

During the time the female employee is away having the baby, temporary staff may be employed. Such temporary staff taken on in this fashion should be notified, preferably in writing, of the circumstances when they take up employment. After 26 weeks, an employee may be entitled to claim unfair dismissal compensation if he or she is dismissed to make way for the returning employee.

A recent ruling of the Employment Arbitration Tribunal has established in law a woman's right to change her mind. The mother-to-be indicated to her employers' Area Health Authority that she would not want her job back after having her baby. (This was held by the Tribunal to be a communication of her intention at that time.) Later, however, she informed the Area Health Authority that she did want her job back, but the vacancy had already been filled.

Her first claim for breach of contract failed, but on appeal to the Employment Arbitration Tribunal she claimed and won compensation for wrongful dismissal. The Tribunal ruled that the first notification did not end her contract and that when her employers ignored her letter requesting her job back, "they were failing to pay her or treat her as an employee"; her dismissal was therefore ruled to be unlawful.

The NHS contract explained—3

Additional pharmacist allowance

At present £8 million is put into the balance sheet to provide for additional pharmacists. That £8m is paid out to contractors as an average cost per prescription but the Pharmaceutical Services Negotiating Committee feels that this system acts as a disincentive for a contractor dispensing a large number of prescriptions to employ an additional pharmacist. Equally a contractor dispensing few prescriptions also gets an allowance but has no need of another pharmacist most of the year.

PSNC is seeking to negotiate a scheme in which, above an agreed number of prescriptions, a graduated allowance would be paid at quarterly intervals as a lump sum. The graduated scale would allow for part-time additional pharmacists, and would eventually reach a second level at which another pharmacist's allowance would begin. It is expected that the on-cost above the prescription level at which additional pharmacist allowances would start would need to be reduced to compensate the balance sheet, the equivalent amount of money being paid in the form of the allowance. The allowance would not absorb the full £8m—approximately £3m

would be left on the per prescription basis.

To ensure the allowance is given fairly, the additional pharmacist would need to be employed on NHS work and reimbursement to the contractor would be related to the actual cost of employment up to a scale maximum. PSNC expects such an allowance to improve the employment of pharmacists.

The last membership survey revealed that the number of pharmacists in general practice had declined from 66.2 per cent in 1972 to 61 per cent in 1977. Those not employed at all had risen from 12.8 per cent to 17.1 per cent. At the same time prescription numbers were rising producing a marked fall in pharmacists per prescription turnover.

The additional pharmacist allowance was approved in principle by the 1976 Conference of Local Pharmaceutical Committee representatives and was discussed when PSNC met the Secretary for Social Services, Mr David Ennals, in December 1977. He was sympathetic to the principle and asked for a further investigation by both sides. However, he insists that the scheme should not significantly increase administration costs.

Nemean is a pharmacist with legal qualifications employed on a consultative basis in the pharmaceutical industry

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LETTERS

Go for gold, not the booby prize

I would like to comment on your report of the NPA area meeting in Cardiff on February 1 addressed by Mr R. Worby. Your short report, based on a ten minute section of the meeting, did not give a true representation. From Mr Worby's own admission it would appear that the multiple contractors were aware of the plight of the smaller contractors, long before the PSNC. That admission I find extraordinary.

On examining the facts of negotiations since 1964, they hardly give rise to optimism that the PSNC has got it right on this occasion; at the conference of representatives in July 1964, Mr Moss, the chairman of the Central NHS (Chemist Contractors) Committee, stated that "the principle of differential on-cost had never been accepted by us."

Panacea

However, 13 (wasted?) years later we are now told that this is the panacea—at best it can only be a short term palliative since any gain will be swallowed up quickly by increased stockholding costs due to the increase in drug prices (far in excess of normal inflationary figures) and the continuing introduction of new expensive drugs. Of course, the loss made by 50 per cent of contractors in 1977 and the £11m reclaimed by the DHSS due to the stockholding inquiry (what actual cash figure is represented by 7 weeks stock?) has been written off although we were assured that action would be taken (Mr Worby, July 21, 1977, Dragon Hotel, Swansea—"if the Secretary of State cannot provide the necessary additional funds, then pharmacy will rebel" August 3, Press conference—"Mr Ennals' offer is derisory. We shall have to see whether the chemists will accept the offer"—we did not.)

Mr Worby states that "so busy have I, (ie R. Booker, Swansea to save confusion), been with thoughts of ritual suicide that I appear to have forgotten PSNC's continued pressure for more funds for pharmacy overall" on the contrary, having studied the outcome of negotiations since 1964 I am given no cause for optimism.

In 1964, the notional salary was £1,750, the average national wage £924.24 and average gross profit per prescription 32.1 per cent. In 1976, the notional salary was £5,062, average national wage £3,482.44 and profit per prescription 23.8.

For the ratio of average national salary to that of the proprietor's notional salary to be the same in 1976 as it was in 1964, then the proprietor's notional salary in 1976 would have had to have been £6,547 ie an increase of £1,485 just to bring chemist contractors into line with other "workers".

In actual fact, over the last seven

years the average national wage has increased annually by an average 14 per cent (civil servants 15 per cent), whereas the proprietor's notional salary has increased over the same period by an average of only 10.2 per cent—hardly keeping up with inflation as stated by our negotiating committee.

Also other "workers" have received other benefits in the form of reduced working hours, longer paid holidays, increased sickness and pension benefits as well as redundancy payments.

I personally cannot follow the PSNC blindly since I need to know where they are leading me. I would rather make a positive stand in 1978, since it will be harder in 1979 and future years. It is most noticeable that Mr John Ovenden stated recently in the House of Commons "that many of us fear the Government's latest offer will do little to halt the decline in the number of pharmacies"—so I am certainly not alone in my feelings on Mr Ennals' offer.

We must face up to the reality that there can never be an equitable distribution of a "global" sum. Our aim must be to provide for individual contracts which would be the simplest and most effective system of ensuring that each contractor receives the remuneration to which he is entitled.

Let us make 1978 the year when we "go for gold" instead of continually accepting the booby prize. It is of little consolation abiding by the rules when the opposition are both judge and jury.

R. Booker

Swansea

Divisive talk

There are divisions among retail pharmacists over a variety of subjects and multiples often seek to maintain what is nowadays termed a "low profile" so as not to exacerbate some of these divisions. However, your report of Mr Worby's comments at a meeting of contractors in Cardiff contains specific reference to my company in addition to some generalisations about multiple groups and I would be grateful if you would allow me space to express some views on these.

Your report quotes a remark of Mr Worby's that "many hundreds of larger pharmacies have been joining the ranks of the multiples every year". Many hundreds? Well, perhaps he meant two hundred as the smallest pluralisation! Every year? Well, shall we say for the past two, three, four, five years? Four hundred, six hundred, eight hundred, one thousand large pharmacies sold to the multiples? And big brother Booker bought only 59 large and not so large in five years? And of this 59, 16 came in one group plus two groups of four shops each and three of three shops each—33 from only six owners. Not exactly a massacre of independent innocents is it? And my multiple group friends could tell a similar tale without a doubt.

There are enough divisions in retail pharmacy as it is—divisions among con-

tractors which the DHSS does not fail to exploit—without wild exaggerations attributed to a man in such a responsible position as Mr Worby.

At Cardiff, Mr Worby called for each pharmacist to support the PSNC by individual action "not only by nagging his MP and acquainting his customers and patients with the situation but by the level and quality of service he provides". Does Mr Worby so disdain the support thus provided by the multiple groups and our efficient and hard-working pharmacists that he should single us out for such exaggerated comments as your report suggests?

PSNC under its chairman has a difficult task to perform and this fact is readily appreciated in multiple companies. We also appreciate that retail pharmacy generally has to be healthy both professionally and commercially and we are genuinely interested therefore in securing satisfactory contract terms for all pharmacies, large and small, multiple and independent. Retail pharmacists should try to divide and conquer the DHSS, not divide and conquer each other.

W. A. Simpson

Chairman

Booker Pharmaceuticals Ltd

Uxbridge, Middlesex

Vote catching

I refer to your "Comment" of February 4. I have been a reader of *C&D* for nearly fifty years, but cannot remember any previous occasion of the Editor specifically inviting his readers to vote for one particular candidate in an election, and would remind you that there are three other candidates in that particular area.

Also to suggest that the loss of any particular member could "put the PSNC in a difficult position" implies that you have little faith in the other members of PSNC. The fact that any member is at any given moment acting as chairman of PSNC should not be considered to be of particular importance. As you should well know the duties of a chairman of any body are merely to preserve order in debate and to express the collective views of that body.

A. Medcalfe

Lancaster

We have no intention of taking sides in the PSNC election—our only appeal was for the electorate to use their votes. But among the four candidates in region 2 there are strongly held and possibly irreconcilable views about how negotiations should be conducted, providing an excellent opportunity for some contractors, at least, to indicate a preference. PSNC's potential difficulty would surely not arise from loss of a member, but from the fact that Mr Worby *remains* a member even if defeated in the election. The future of the chairmanship in these circumstances has intrigued many contractors—even if PSNC members themselves see it as of little consequence—Editor.

More Letters on p276

Continued from p275

Department cunning

I would like to congratulate the Department of Health for its cunning in the latest amendments to the medicines regulations, particularly concerning the supply of POMs in an emergency.

Whilst we chemists should be jumping up and down in ecstasy because we can now legally supply the Librium and Valiums etc—albeit three days' supply—to patients, the Department seems to have overlooked the financing of the scheme.

The patients are not going to pay for three days' supply plus a rightly earned fee for the professional service involved, and indeed why should they when in fact it is NHS treatment? Furthermore, why should the patients suffer the cost because they are unable to get an appointment with the doctor for several days or their prescription is in the post?

The only reason these regulations have been introduced is to ease the problems with the patient-doctor relationship.

The chemist will be expected to dispense three days' supply, make the relevant entries and risk the possibility of imprisonment on making a mistake, and subsequently deduct the quantity supplied on receiving the regular prescription. All this for nothing. The number of emergency supplies will inevitably increase as a result of the surgeries informing the patients to use the scheme if they are stuck for their medicines (I am not in any way having a go at the doctors but at the new system.)

The new system in my opinion should be financed by the NHS. I suggest we be issued with special prescription forms to be completed by the chemist in the event of an emergency supply and sent to the pricing bureau for payment in the usual manner.

Ian Rushworth
Rochdale, Lancs.

Natural enemies?

So the pharmaceutical profession is up in arms with the regulators at Finsbury Square over implementation of Part III of the Medicines Act—what a surprise! When will they learn that civil servants and real professionals are natural enemies? The civil servant tends to think primarily of his status whilst a professional thinks primarily of his clients. When pharmacy decided to go along with the highly complex Medicines Act it drove colossal nails into its coffin. The current little fracas is nothing to what will follow in the future unless the whole machinery and working of this crazy Act are examined by really impartial people.

I have been involved directly with the authorities already and got no sympathy from the establishment. But, believe me, I was fighting for the principles which

others now appear to be concerned about. What is the point of training pharmacists to high academic and professional standards and then putting them in a straightjacket for their practical lives? Of course, they will not all be perfect, but membership of a professional body ensures discipline—the record of the Statutory Committee could hardly be described as benevolent towards those brought before it!

The emotive word "safety" is used to justify practically everything so far perpetrated in the name of the Medicines Act. The status-conscious civil servants treat pharmacists, the public, the patients, even their political masters as children. What fools we are to believe otherwise—one only has to sit in a room with them to feel back to reprimands by school prefects.

Perhaps those who please these people become the establishment of the professions and receive adulation, gongs, baubles and medals—but where is the most important person, the patient, left in all this? Probably worse off than ever.

It is high time that common sense prevailed—and I am sure that the 1933 Pharmacy and Poisons Act, with slight amendment, could have solved the real problems of pharmaceutical law today—and at a slightly lower cost in all respects. There would certainly be fewer status seekers about and certainly more satisfied patients.

R. J. Woodward
Cheam, Surrey

Tameside election

As your readers in the north west electoral area IV will know Tameside Local Pharmaceutical Committee have nominated Mr J. P. Duigenan for election to the Pharmaceutical Services Negotiating Committee.

May we urge all voters to use their vote in the forthcoming poll. Naturally, we hope, they will use it in favour of our candidate Mr J. P. Duigenan whom we feel has maturity yet is still in day to day contact with the "grass roots" of general practice pharmacy; but in any event we exhort them to use their franchise and not become part of the silent majority, who complain but do not vote.

D. H. Tune
Secretary
Tameside Local Pharmaceutical Committee

Time travellers

My sincere congratulations to Mr W. F. Patterson of Sheffield (*C&D*, February 11, p177)—not only a hero but a time-traveller to boot! My heart goes out, though, to the neighbour of the unfortunate invalid. After all, half an hour late after a 400 year journey isn't bad going!

John Grayson
Royal Hampshire County Hospital
Winchester
Many thanks to all the other readers who have pointed out that Mr Patterson

must be something of a pharmaceutical Dr Who! He dashed to a house 400 yards and not 400 years away—Editor.

Discounting

In your article on ingredient cost discounting, what is not made clear is that if a pharmacy dispenses 1500 prescriptions there is no discount deducted that month, but if the contractor dispenses 1501 he is discounted 0.1 per cent on all 1501 prescriptions.

L. F. Preddy
Newhaven

Mr Preddy's statement is correct and, of course, the principle applies equally to all the arbitrary break points—Editor.

Greetings from the chief nut

A subscriber received the following message from one of his customers after the recent publicity on the Medicines Act confusion:

"To all kemmists, farmasists and dispensirs: Amendments to rules and current recommendations issued by the Department of Stupidity under folio 2/4/6/8—nuts: dated next month. (Lunar)

Should said month fail to fall within aforesaid Department's calendar, each and every foregoing instruction must be ignored. In this case, new, and/or updated information will be issued, the nature of which shall be deemed to be entirely confidential and is at present known only to the Further Amendments Department, Department of Stupidity, presuming said Department is operative at time of proposed decisions becoming lawful and/or practicable and/or enforceable.

Following are amendments to and under folio 2/4/6/8—nuts to be complied with henceforth or sooner (whichever is the earlier):

All pills (not tablets) must be marked with dots, colours and number of dots depending on chart reading (see chart DO/MIN/OE).

All tablets (not pills) must be graded according to size—ignore manufacturers' grading (see chart: AND/YU/2).

All liquid medicines must be bottled and/or container held in measures of drops, each drop being of the same weight but not necessarily of like volume. (See chart: LEB/GULP).

All creams (medicinal) and all inhalants (excluding ovens) must conform to squeeze standards for creams and sniff standards for inhalants (see chart: creams ARD/OR/NOT, inhalants PHEW/qqq).

Note: All charts are now in circulation or short supply.

WARNING: Should for any reason the cost of living index fall before Easter Monday, or Christmas Day coincide with August Bank Holiday, then parking will not be permitted on your premises except on even dates before a full moon or during a cod war.

Signed—Sir M. T. Bonce, chief nut, Department of Stupidity."

Pharmaceutical Society of Ireland

Council divided on contraception issues

Opinion was divided when the Pharmaceutical Society of Ireland Council discussed an invitation to meet the Minister of Health to exchange views on forthcoming legislation on contraception.

In the letter, read at this month's Council meeting, the Minister, Mr C. J. Haughey, explained the Government was committed to introducing such legislation and that he proposed widespread consultation with all interested bodies. Particular attention would be on:

- ☐ The extent to which public authorities, particularly health boards, should be involved in advice on family planning.
- ☐ What changes, if any, should be made in the present law on supply.
- ☐ To what extent and to whom should contraceptives be made available under the health services.

Mr R. J. Power pointed out the previous Government had introduced a Bill in 1973 to meet the situation arising from the Supreme Court decision in the *Magee* case. The Court ruled that married persons had a fundamental civil right to plan their families and that any legislation which prohibited them from importing or using contraceptives was unconstitutional. The earlier Bill had dealt only with the sale of contraceptives; Mr Haughey's proposals appeared to encompass a wider area. Mr T. R. Miller thought Council should discuss the issue with the Minister and proposed that Council meet beforehand to formulate a policy.

Opposition

Mr R. J. Semple said his views were well known; he was opposed to pharmacists having anything to do with the sale of contraceptives. Mr M. Shannon argued that as a parent and a responsible citizen he must ask himself if it would be preferable to have family planning aids channelled through pharmacies rather than sold widely on a purely commercial basis. Dr P. B. Deasy asked that the deputation should fairly express the fears of the apparent minority. Mr J. P. O'Donnell agreed and pointed out that the profession could be divided on the problem; it would be difficult to reach a consensus and Council must have a good rational policy.

The president, Mr M. F. Walsh, said the Society, as a statutory body, must do its best to implement any legislation in its particular area enacted by the Dail. Any pharmacist who had conscientious objections to his involvement in the provision of family planning devices would be free to opt out.

Arising from the Law Committee report, the president said constant vigilance

by pharmacists was required to curb the continuing abuse of cough mixtures. All counter staff should be warned that cough medicines should be sold or supplied only to *bona-fide* customers. In the event of any doubt, the rule should be: do not supply. Reports had also been received that proprietary asthma remedies containing stramonium were being abused and pharmacists should exercise their usual discretion in sales.

National drug programme

A meeting has been arranged with the newly appointed Health Education Bureau medical director, Dr H. D. Crawley, to discuss a national co-ordinated drug education programme. Mr Power pointed out that the full recommendations of the Committee on Drug Education (1974) had not been implemented and that much frustration had built up in consequence. He was now satisfied that movement was taking

place and that pharmacists, together with other health disciplines, would be fully involved in a worthwhile scheme. Mr O'Donnell said all pharmacists by training and experience had a deep knowledge of drugs and medicines. Their everyday role should be to lead patients and customers to a proper attitude towards medicines and not to regard drugs as a panacea.

Reporting on the 1977 Pharmaceutical Congress, Dr Deasy (chairman) said it had been a distinct success. Holding parallel symposia on the Wednesday afternoon had proved particularly worthwhile. He complimented Mr M. Whelan, Congress treasurer, for having the accounts completed so promptly. A surplus of £899.14 was available as the nucleus of a permanent congress fund and it was agreed that a special congress account would be opened with Messrs Walsh and J. Burke as trustees. The venue for the 1978 Congress would be decided in the near future.

The treasurer, Mr Shannon, in paying tribute to the benevolent fund dance committee, said he had received £2,500 from the committee as profit from the 1976 Dublin benevolent fund dance.

Copies of a Green Paper on social insurance for the self-employed are to be circulated to Council members for study following a request from the Department of Social Welfare for the Society's views on issues in the Paper.

IPU claims higher dispensing fees

Following representations from the Irish Pharmaceutical Union for an increase in the minimum private dispensing fee, the Irish Minister for Industry, Commerce and Energy, Mr D. O'Malley, has referred the application to the National Prices Commission. The fee has remained at 50p since late 1975 and, on the basis of inflation alone, should exceed 60p. The Union's claim is for a fee of 75p.

Speaking at regional meetings throughout Ireland this month, IPU president Mr Aidan O'Shea, said the Prices Commission had stretched logic beyond its limits when it quoted the increase in General Medical Services earnings as a factor in last year's rejection of a private fee increase. Since each type of fee, GMS and private, was negotiated under different terms and with different Government departments, and also since the private fee could not be paid retrospectively, they could not be compared.

In making the claim, the IPU had made clear the details of recent increases in the salaries of pharmaceutical assistants and other general increases. There were now over 200 employee pharmacists and over 300 pharmaceutical assistants employed in community pharmacy. Their future as much as that of the 1,100 proprietor pharmacists, depended upon a just award from the Minister's Department, Mr O'Shea added.

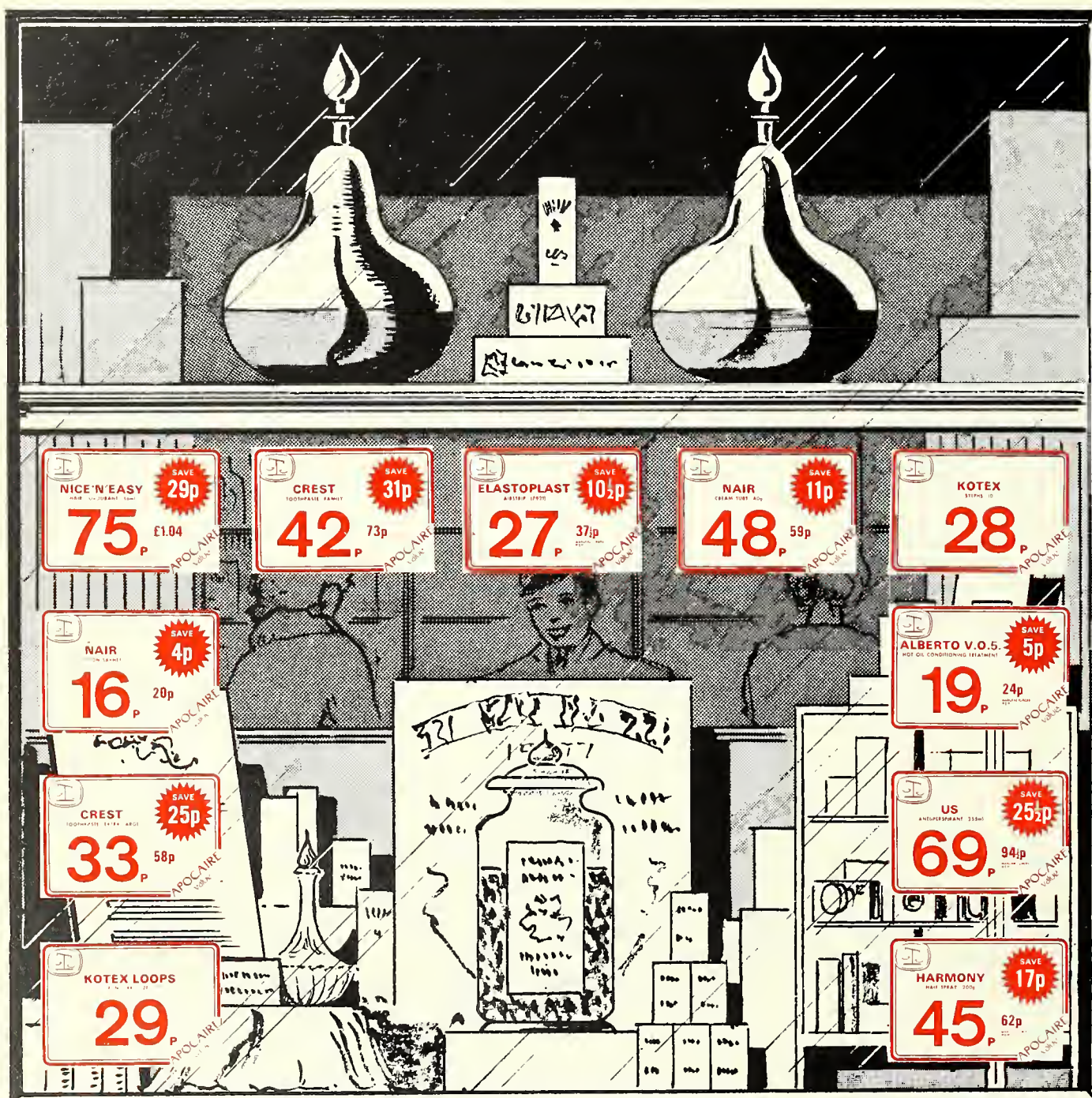
A claim for new fees in the General Medical Services scheme is also to be

submitted to the Minister for Health, said IPU secretary general Mr George Ledwith, when he addressed the regional meetings. Reminding pharmacists that the present GMS fee structure was tied to the National Wage Agreement, he said the new claim would be for a substantial increase, relating back to the recommendations of the previous Minister for Health's Independent Review Body in 1975. The application would include also a demand for increased allowances.

Referring to limitation of contract and geographic distribution of pharmacies, Mr Ledwith pointed out that these were included in the document on the future role and responsibility of the pharmacist which was still with the Minister. He felt contract limitation could be favourably received by Department officials but prospects did not appear good in the short term.

Mr Ledwith said he was aware that a small number of pharmacists were refusing to charge a private dispensing fee on certain items. Pharmacists were professional people, he stressed, and the fee was a remuneration for their professionalism and for other professional staff employed, whereas the profit on the items sold or dispensed covered overheads, the purchase or renovation of pharmacies, and the maintenance of adequate stocks etc. The private dispensing fee should always be charged, Mr Ledwith advised.

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BEST SALES AREA

PHARMACY

The illustration shows a pharmacy window display. At the top, two lit candles sit on a shelf. Below them, a sign reads 'RESCRIPTIONS'. The main display area is filled with various products and their offers, each with a red 'APOCAIRE' logo. A central illustration shows a pharmacist behind a counter with shelves of bottles.

Product	Offer Price	Original Price	Savings
WILKINSON Double Edge Blades	34p	47p	13p
BATISTE Dry Shampoo	57p	79p	22p
NAIR Aerosol	97p	£1.29	32p
BRYLCREEM Hair Cream	44p	59p	15p
PALMOLIVE Rapid Shave Cream	67p	87p	20p
EFFERDENT Denture Cleaning Tablets	56p	76p	20p
KLEENEX Tissue	35p	-	-
HARMONY Shampoo	30p	44p	14p
EFFERDENT Denture Cleaning Tablets	45p	60p	15p
KOTEX LOOPS Sanitary Towels	32p	-	-
JOHNSONS Baby Powder	45p	61p	16p

ONAL MATERIAL EVERY MONTH

EXCITING OFFERS FOR MARCH

SENTATIVE FOR DETAILS

Seventeenth record year for Eli Lilly

Eli Lilly & Co, Indianapolis, report the seventeenth consecutive year of record sales and profit. Consolidated sales in 1977 amounted to \$1,518m (\$1,361m in 1976) and net income was \$218.7m (\$202.7m).

A product breakdown of world-wide sales is as follows: pharmaceutical sales (including cephalosporins) \$811.1m (\$761.4m), cephalosporins \$350.9m (\$337.2m), Ivac Corporation (an electronic medical instruments company acquired by Lilly on November 30, 1977) \$25.2m (\$20.2m), agricultural chemicals \$260.3m (\$212.3m), animal products \$209.9m (\$176.9m), cosmetics \$151.6m (\$127.6m), International sales amounted to \$568.4m (\$516.8m).

The contribution made by cosmetics to the consolidated net income was \$7.0m (\$1.8m). Expenditure on research and development was \$124.6m (\$114m), and capital expenditure was \$78.2m (\$68.5m). In 1978, capital expenditure is expected to rise to \$90m as the company expands to meet the demand for existing products and to accommodate new lines.

A & W profit up 12 pc

Pre-tax profit of Albright & Wilson Ltd in 1977 amounted to £35.4m compared with £31.6m the previous year. Sales increased by 18 per cent, and growth in the UK, helped particularly by exports, was greater than overseas. The growth

in sales owed rather more to higher volume than to price increases.

Operating profit was higher in all sectors of the company's business except detergents and toiletries, and particularly good results were achieved by flavours and fragrances. Margins, however, especially on UK export business, were adversely affected both by lower prices and the strengthened value of the pound.

Squibb increase sales 10 per cent in 1977

Record sales and profit were achieved by Squibb Corporation in 1977. Sales amounted to \$1,341m (\$1,214m in 1976) and net income was \$112.5m (\$108.1m). The figures were boosted by the fourth quarter results when sales were \$362.8m (\$323.6m) and income \$35.4m (\$27.4m), improved performance being achieved in all sectors, particularly pharmaceuticals.

However, in spite of the fourth quarter results, E. R. Squibb & Sons Inc, the pharmaceutical subsidiary, achieved lower profits in 1977 than in 1976, primarily due to exchange rate fluctuations and additional operating expenses. The cosmetics and fragrances subsidiary, Charles of the Ritz, showed marked increases in sales and profit, both in the USA and overseas.

Capital expenditure of about \$300m is envisaged for the period 1977-79. Construction of a new penicillin plant in North Carolina is in its final stages and a factory in New Brunswick for the manufacture of parenteral products is expected to be complete by the end of next year.

Plans for Gillette's Reading warehouse

Gillette Industries Ltd are planning to build a multi-million pound warehousing and distribution complex at Reading, Berkshire. If discussions with the Department of Trade and Industry and Reading Council are concluded successfully, the new complex will be operational by the early part of 1980.

Built on a ten-acre site adjacent to the Gillette factory in Basingstoke Road, it will centralise all the company's warehousing and distribution operations. It is expected that negotiations will take about four months before any final decisions can be made.

Appointments

Robinson & Sons Ltd: Mr David Robinson has been appointed group managing director, responsible for all UK and European operations. He joined the family firm in 1950, became a director of the packaging division in 1954 and assumed responsibility for the dressings division last year. At the same time four senior members of staff have joined the group board; they are Mr George W. Wallis, a director of the packaging division; Mr Fred Rhodes, an executive director and company secretary; Mr Richard Robinson, a director of the surgical dressings division; and Mr Ernest S. Robinson, a director of the dressings division.

COMING EVENTS

Tuesday, February 28

Royal Society of Health, Hospital College medical teaching centre, Prescott Street, Liverpool, at 7.30 pm. Mr D. Knowles on "Use of computers in primary and secondary health care".

Wednesday, March 1

Analytical Division, Chemical Society, National Institute of Biological Standards and Control, Holly Hill, Hampstead, at 2.15 pm. Mr J. M. Dewdney, Beecham, Mr H. Amos, BIBRA, Dr P. Kendall, Kennedy Institute, on "Methods of assessing allergic potential of drugs."

Derbyshire Branch, National Pharmaceutical Association, Midland Hotel, Derby, at 7.45 pm. Mr D. Coleman (member of PSNC) on "The Clothier report."

Southeast Region, Pharmaceutical Society, Postgraduate medical centre, Brighton General Hospital, Elm Grove, Brighton, at 7.30 pm. Postgraduate education—Mrs M. A. Sutcliffe on "Congestive heart failure and its treatment."

Sunderland Branch, Pharmaceutical Society, Marine technical college, South Shields, at 7.30 pm. Visit to the Planetarium.

Thursday, March 2
Hastings Branch, National Pharmaceutical Association, Postgraduate medical centre, Holmesdale Gardens, Hastings, at 8 pm. Mr A. J. Smith (PSNC chief executive) on "Planned distribution—its effect on remuneration."

History of Pharmacy Society, Pharmaceutical Society's headquarters, 1 Lambeth High Street, London SE1, at 6.30 pm. Inaugural foundation lecture "Pharmacy in the first half of the century—reminiscences" by Sir John Hanbury. Tickets from R. E. Marshall, PSGB.

Friday, March 3

Pharmaceutical Marketing Club, New London Centre, Parker Street, Drury Lane, London WC2, at 12.15 pm. Speaker Sir Douglas Black, president, Royal College of Physicians.

Sunday, March 5

Northwest Region, Pharmaceutical Society, Medical Centre, Ashton Road, Lancaster, at 9.45 a.m. Annual study day on "Geriatrics."

Mentholatum settle in at Twyford

Mentholatum Co Ltd put their roots firmly into the Berkshire countryside last week when the opening of their new factory at Twyford was formally recognised by the planting of two rowan trees outside the main entrance. The ceremonies were performed by the local Member of Parliament, Mr W. R. van Straubensee, and the vice-president of the USA associate Mentholatum Co Inc, Mr Robert Crandall.

Mentholatum (whose American history goes back to 1888) began production at Slough in 1924 where they were one of the first companies on the trading estate. Since then they have produced over 10,000 million packs of a range now sold in over 60 countries. The transfer to an existing 50,000 sq ft unit at Twyford was completed last December and of the 60 employees, nearly half have been recruited locally. Dr K. M. Henderson, managing director, told guests at the opening that some three quarters of the factory's output was now exported—a point taken up by Mr van Straubensee, who welcomed overseas investment to the UK's economy.



Mr van Straubensee, plants a mountain ash to commemorate the opening of Mentholatum's new factory. Looking on are Mr Crandall (left) and Dr Henderson

MARKET NEWS

Peppermint up

London, February 22: Brazilian peppermint oil prices moved up during the past week following reports from Brazil that the second mint crop would be delayed because of dry weather. Dealers came into the market and substantial business was done by brokers. However, it was uncertain whether actual consumers were buying. Chinese oil firmed up a little in sympathy. Elsewhere in oils Chinese eucalyptus and cedarwood were dearer and Ceylon citronella easier.

In crude drugs botanicals of American origin were again firmer. They included some of the balsams, cascara, cherry bark, hydrastis and witchhazel leaves. Lower were gentian root, henbane, lemon peel and tonquin beans. Spices were mainly easier with pepper down by as much as £100 metric ton.

Among pharmaceutical chemicals paracetamol prices have advanced since last published by about 5 per cent. Aspirin is also dearer, the rise being of the order of 7 per cent with other salicylates such as methyl salicylate up by around 8 per cent.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—glacial BPC £274, 99.5 per cent £261.50; 80 per cent grade, pure £240.50; technical £224.50.
Aspirin: 10-ton lots £1.40 kg; 1-ton £1.48.
Benzoic acid: BP in 500-kg lots, £0.721 kg.
Borax: EP grades, 2-4 ton lots per metric ton in paper bags, delivered—granular £199; powder £217; extra fine powder £227.
Boric acid: EP grades per metric ton in 2-4 ton lots for British material—granular £255; crystals £342; powder £277.
Citric acid: BP granular hydrous per metric ton single deliveries, hydrous £739; anhydrous £794; five-ton contracts £735 and £790 respectively. Crystalline £171.17 and £170.17 respectively.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £295.50; 85 per cent £247.50.
Lactic acid: BP 88/90% £1.70 kg in 70-kg drum.
Methyl salicylate: 5-ton lots £1.26 kg; 1-ton £1.30.
Paracetamol: (Per kg) 50-ton contracts from £2.94; spot, 10-ton £3.02, 1-ton £3.10. Premiums for direct compression £0.15 kg.
Salicylic acid: 5-ton lot £1.14 kg; 1 ton £1.16.
Tartaric acid: £770 metric ton.

Crude drugs

Agar: £5-£5.25 kg spot for Spanish-Portuguese.
Aloes: Cape £1,150 ton spot; £1,050, cif. Curacao £2,350, cif nominal.
Belladonna: (metric ton) Leaves £2 kg spot, no cif. Herb £1.65 afloat; root no offers.
Balsams: (kg) Canada: steady at £11 spot; £10.75, cif. Copaiba: £2.10 spot; no cif. Peru: £6.40 spot; £6.10 cif. Tolu: £4.75 spot.
Benzoine: Block £103 cwt spot; £102, cif.
Buchu: Rounds £1.80 kg spot; £1.70, cif.
Camphor: Natural powder £5.15 kg spot, and cif. Synthetic £0.85 spot and cif.
Cardamom: Alleppy green £9 kg, cif.
Cascara: £1,120 metric ton spot; £1,090, cif.
Cherry bark: spot £1,160 metric ton; £1,130, cif.
Chillies: New Guinea birdseye £2,000 metric ton.
Cinnamon: Seychelles bark £440 metric ton spot; Ceylon quills 4 o's £0.74 lb; featherings £415, cif metric ton, cif.
Cochineal: Peruvian silver-grey £14.50 kg spot; £14, cif. Tenerife black £16, cif.
Cloves: Madagascar or Zanzibar £3,650 metric ton, cif.
Dandelion: Spot £1,450 metric ton spot; £1,400, cif.
Ergot: Portuguese-Spanish £1.80 kg spot; £1.40, cif.
Gentian: Root £1.34 kg spot; £1.31, cif.
Ginger: Cochinchina new crop £925 metric ton, cif. Jamaican nominal. Nigeria split £1,150 spot; peeled £1,400 spot. Sierra Leone £1,150, cif.
Henbane: Niger, £1,730 metric ton spot; £1,700, cif.
Honey: (per metric ton in 6-cwt drums, ex-warehouse) Australian light amber £660; medium £640; Canadian £810; Mexican £617.
Hydrastis: (kg) £10.80 spot; £10.70, cif.
Ipecacuanha: (kg) Costa Rica £10 spot, £9.80, cif.

Jalap: Mexican basis 15% no spot; shipment £1.85 kg, cif.
Kola nuts: £450 metric ton, cif, nominal.
Lanolin: BP in 1-metric-ton lots £0.92 per kg.
Lemon peel: Unextracted £1,100 metric ton spot; shipment £1,050, cif.
Liquorice root: Chinese £400 metric ton cif. Russian £350 spot; £340, cif, new crop. Block juice £147 ped 100-kg spot; spray dried £1.50-£1.60 kg.
Lobelia: American £1,210 metric ton spot; European £1,100 spot; £1,080, cif, shipment.
Lycopodium: Russian £5.20 kg, cif. Indian £4.50
Mace: Grenada unsorted £2,100 ton, fob.
Menthol: (kg) Brazilian £8.50 spot, £8.25, cif. Chinese £7.50 in bond afloat and shipment.
Nutmeg: (per ton) Grenada 80's £1,600 spot nominal; unsorted £1,450; defectives £1,190.
Nux Vomica: No spot; forward £250 metric ton, cif.
Piment: Jamaican £1,040 metric ton, cif.
Pepper: (ton, cif) Sarawak black £1,275 spot; £1,160, cif; white £1,695 spot; £1,580, cif.
Podophyllum: Root metric ton, cif, nominal.
Quillaia: Spot £1.15 kg; £0.95, cif.
Rhubarb: Chinese rounds 60 per cent pinky £4.00 kg, cif.
Saffron: No offers.
Sarsaparilla: Mexican £1.67 kg, spot £1.60, Jamaican £1.92 spot; £1.90, cif.
Seeds: (metric ton, cif) Anise: China star £880 nominal. Caraway: Dutch £790. Celery: Indian easier at £515. Coriander: Moroccan £630; nominal, Indian £350. Cumin: Egyptian £925, Turkish £915, Iranian £900. Dill: £220. Maw: £480.
Senega: Canadian £14; kg spot £13.80, cif.
Senna: (kg) Alexandria pods, hand-picked offers at form £2, upwards; manufacturing £0.65. Tinnevely leaves No 3, £0.27; pods; faq £0.27 hand picked £0.40 ex warehouse.
Squill: Italian white no spot; £6 kg, cif.
Styrax: Turkish natural £4.15 kg spot, £4, cif nominal.
Tonquin beans: £3.80 kg spot; £3.65, cif.
Witchhazel leaves: Spot £2.90 kg; £2.70, cif.
Turmeric: Madras finger £1,000 ton spot; shipment £880, cif, nominal.
Valerian: Pakistan root £1,280 metric ton spot; £1,250 forward; European £2,000, £1,950 forward.

Essential oils

Cedarwood: Chinese £1.35 kg spot; £1.40, cif.
Citronella: Ceylon £1.40 kg spot; £1.30, cif; Chinese £2.06 spot, shipment £2.25 nominal.
Eucalyptus: Chinese £2.05 kg spot; and cif.
Peppermint: (kg) Arvensis—Brazilian £4.70 spot, shipment £4.65, cif. Chinese £4.40 spot; £4.25, cif. Piperata, American Far West from about £22, cif.
Sassaparilla: Brazilian £2.50 kg spot; £2.20, cif. Chinese £3.25 spot; no cif.

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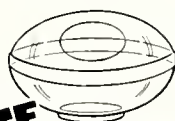
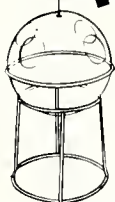
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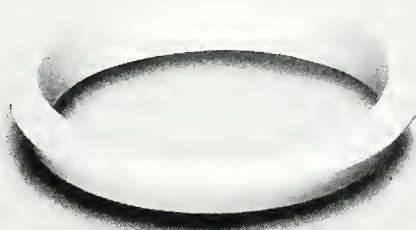


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